

News Release



BASF Group 3rd Quarter 2016 Important Figures

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BASF Group

| | | 3rd Quarter | | | January – September | | |
|--|-----------|-------------|---------|----------|---------------------|---------|----------|
| | | 2016 | 2015 | Change % | 2016 | 2015 | Change % |
| Sales | million € | 14,013 | 17,424 | (20) | 42,704 | 56,569 | (25) |
| Income from operations before depreciation and amortization (EBITDA) | million € | 2,437 | 2,872 | (15) | 8,039 | 8,756 | (8) |
| Amortization and depreciation ¹ | million € | 973 | 983 | (1) | 2,991 | 2,833 | 6 |
| Income from operations (EBIT) | million € | 1,464 | 1,889 | (22) | 5,048 | 5,923 | (15) |
| Special items | million € | (52) | 286 | . | (81) | 207 | . |
| Income from operations (EBIT) before special items | million € | 1,516 | 1,603 | (5) | 5,129 | 5,716 | (10) |
| Financial result | million € | (283) | (175) | (62) | (648) | (491) | (32) |
| Income before taxes and minority interests | million € | 1,181 | 1,714 | (31) | 4,400 | 5,432 | (19) |
| Net income | million € | 888 | 1,209 | (27) | 3,367 | 3,648 | (8) |
| Earnings per share | € | 0.97 | 1.31 | (26) | 3.67 | 3.97 | (8) |
| Adjusted earnings per share | € | 1.10 | 1.07 | 3 | 4.04 | 3.99 | 1 |
| Research expenses | million € | 426 | 487 | (13) | 1,324 | 1,456 | (9) |
| Personnel costs | million € | 2,509 | 2,447 | 3 | 7,432 | 7,718 | (4) |
| Number of employees (as of September 30) | | 112,055 | 112,981 | (1) | 112,055 | 112,981 | (1) |
| Assets (as of September 30) | million € | 73,103 | 72,318 | 1 | 73,103 | 72,318 | 1 |
| Investments ² | million € | 992 | 1,497 | (34) | 2,958 | 4,357 | (32) |
| Equity ratio (as of September 30) | % | 40.7 | 41.6 | (2) | 40.7 | 41.6 | (2) |
| Net debt (as of September 30) | million € | 12,337 | 13,764 | (10) | 12,337 | 13,764 | (10) |
| Cash provided by operating activities | million € | 2,501 | 3,351 | (25) | 5,840 | 8,494 | (31) |
| Free cash flow | million € | 1,565 | 1,809 | (13) | 2,925 | 4,107 | (29) |

¹ Impairments, amortization of intangible assets, and depreciation of property, plant and equipment (including write-ups)

² Additions to intangible assets and property, plant and equipment (including acquisitions)

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Segments

3rd Quarter (million €)

| | Sales | | | EBITDA | | | Income from operations (EBIT) before special items | | | Income from operations (EBIT) | | |
|----------------------------------|---------------|---------------|----------------|--------------|--------------|----------------|---|--------------|----------------|----------------------------------|--------------|----------------|
| | 2016 | 2015 | Change in % | 2016 | 2015 | Change in % | 2016 | 2015 | Change in % | 2016 | 2015 | Change in % |
| Chemicals | 3,377 | 3,640 | (7) | 776 | 867 | (10) | 497 | 633 | (21) | 499 | 631 | (21) |
| Performance Products | 3,771 | 3,899 | (3) | 673 | 552 | 22 | 464 | 319 | 45 | 458 | 315 | 45 |
| Functional Materials & Solutions | 4,660 | 4,517 | 3 | 631 | 510 | 24 | 497 | 371 | 34 | 492 | 366 | 34 |
| Agricultural Solutions | 1,049 | 1,077 | (3) | 151 | 68 | 122 | 97 | 7 | . | 93 | 6 | . |
| Oil & Gas | 618 | 3,606 | (83) | 437 | 917 | (52) | 194 | 371 | (48) | 178 | 643 | (72) |
| Other | 538 | 685 | (21) | (231) | (42) | . | (233) | (98) | . | (256) | (72) | . |
| | 14,013 | 17,424 | (20) | 2,437 | 2,872 | (15) | 1,516 | 1,603 | (5) | 1,464 | 1,889 | (22) |

January – September (million €)

| | Sales | | | EBITDA | | | Income from operations (EBIT) before special items | | | Income from operations (EBIT) | | |
|----------------------------------|---------------|---------------|----------------|--------------|--------------|----------------|---|--------------|----------------|----------------------------------|--------------|----------------|
| | 2016 | 2015 | Change in % | 2016 | 2015 | Change in % | 2016 | 2015 | Change in % | 2016 | 2015 | Change in % |
| Chemicals | 9,899 | 11,481 | (14) | 2,241 | 2,586 | (13) | 1,429 | 1,907 | (25) | 1,434 | 1,905 | (25) |
| Performance Products | 11,400 | 12,021 | (5) | 2,108 | 1,862 | 13 | 1,514 | 1,138 | 33 | 1,479 | 1,174 | 26 |
| Functional Materials & Solutions | 13,771 | 14,017 | (2) | 1,981 | 1,708 | 16 | 1,488 | 1,260 | 18 | 1,475 | 1,241 | 19 |
| Agricultural Solutions | 4,288 | 4,653 | (8) | 1,169 | 1,116 | 5 | 1,008 | 946 | 7 | 971 | 944 | 3 |
| Oil & Gas | 1,846 | 12,267 | (85) | 1,101 | 2,243 | (51) | 354 | 1,239 | (71) | 337 | 1,509 | (78) |
| Other | 1,500 | 2,130 | (30) | (561) | (759) | 26 | (664) | (774) | 14 | (648) | (850) | 24 |
| | 42,704 | 56,569 | (25) | 8,039 | 8,756 | (8) | 5,129 | 5,716 | (10) | 5,048 | 5,923 | (15) |

Regions

Regions (million €)

| | Sales Location of company | | | Sales Location of customer | | | EBIT Location of company | | |
|------------------------------------|------------------------------|---------------|-------------|-------------------------------|---------------|-------------|-----------------------------|--------------|-------------|
| | 2016 | 2015 | Change % | 2016 | 2015 | Change % | 2016 | 2015 | Change % |
| 3rd quarter | | | | | | | | | |
| Europe | 6,548 | 9,676 | (32) | 6,390 | 9,422 | (32) | 731 | 1,372 | (47) |
| Thereof Germany | 4,310 | 7,344 | (41) | 1,791 | 3,421 | (48) | 327 | 634 | (48) |
| North America | 3,410 | 3,645 | (6) | 3,127 | 3,399 | (8) | 260 | 258 | 1 |
| Asia Pacific | 2,841 | 2,813 | 1 | 2,997 | 2,932 | 2 | 270 | 99 | 173 |
| South America, Africa, Middle East | 1,214 | 1,290 | (6) | 1,499 | 1,671 | (10) | 203 | 160 | 27 |
| | 14,013 | 17,424 | (20) | 14,013 | 17,424 | (20) | 1,464 | 1,889 | (22) |
| January – September | | | | | | | | | |
| Europe | 20,647 | 32,295 | (36) | 19,765 | 30,909 | (36) | 2,946 | 4,188 | (30) |
| Thereof Germany | 13,280 | 24,067 | (45) | 5,593 | 11,711 | (52) | 1,512 | 1,964 | (23) |
| North America | 10,977 | 12,182 | (10) | 10,580 | 11,975 | (12) | 1,101 | 1,110 | (1) |
| Asia Pacific | 8,225 | 8,841 | (7) | 8,670 | 9,313 | (7) | 681 | 355 | 92 |
| South America, Africa, Middle East | 2,855 | 3,251 | (12) | 3,689 | 4,372 | (16) | 320 | 270 | 19 |
| | 42,704 | 56,569 | (25) | 42,704 | 56,569 | (25) | 5,048 | 5,923 | (15) |