

News Release



BASF Group 3rd Quarter 2017 Important Figures

October 24, 2017
P344/17e
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BASF Group

		3rd Quarter			January – September		
		2017	2016	Change in %	2017	2016	Change in %
Sales	million €	15,255	14,013	9	48,376	42,704	13
Income from operations before depreciation, amortization and special items	million €	2,793	2,490	12	9,591	8,007	20
Income from operations before depreciation and amortization (EBITDA)	million €	3,007	2,437	23	9,742	8,039	21
Amortization and depreciation ¹	million €	1,049	973	8	3,152	2,991	5
Income from operations (EBIT)	million €	1,958	1,464	34	6,590	5,048	31
Special items	million €	198	(52)	.	122	(81)	.
EBIT before special items	million €	1,760	1,516	16	6,468	5,129	26
Financial result	million €	(185)	(283)	35	(511)	(648)	21
Income before taxes and minority interests	million €	1,773	1,181	50	6,079	4,400	38
Net income	million €	1,336	888	50	4,541	3,367	35
EBIT after cost of capital	million €	693	180	285	2,364	1,058	123
Earnings per share	€	1.45	0.97	49	4.94	3.67	35
Adjusted earnings per share	€	1.40	1.10	27	5.15	4.04	27
Research and development expenses	million €	455	426	7	1,347	1,324	2
Personnel expenses	million €	2,709	2,509	8	7,918	7,432	7
Number of employees (September 30)		115,319	112,055	3	115,319	112,055	3
Assets (September 30)	million €	76,023	73,103	4	76,023	73,103	4
Investments including acquisitions ²	million €	982	992	(1)	2,695	2,958	(9)
Equity ratio (September 30)	%	43.9	40.7	8	43.9	40.7	8
Net debt (September 30)	million €	12,268	12,296	0	12,268	12,296	0
Cash provided by operating activities	million €	3,795	2,501	52	7,597	5,840	30
Free cash flow	million €	2,831	1,565	81	4,991	2,925	71

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

² Additions to intangible assets and property, plant and equipment

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Segments

3rd Quarter (million €)

	Sales			EBITDA			Income from operations (EBIT) before special items			Income from operations (EBIT)		
	2017	2016	Change in %	2017	2016	Change in %	2017	2016	Change in %	2017	2016	Change in %
Chemicals*	4,023	3,227	25	1,430	761	88	1,102	488	126	1,089	490	122
Performance Products*	3,983	3,921	2	788	688	15	385	473	(19)	567	467	21
Functional Materials & Solutions	4,975	4,660	7	527	631	(16)	397	497	(20)	357	492	(27)
Agricultural Solutions	987	1,049	(6)	85	151	(44)	21	97	(78)	20	93	(78)
Oil & Gas	739	618	20	473	437	8	180	194	(7)	255	178	43
Other	548	538	2	(296)	(231)	(28)	(325)	(233)	(39)	(330)	(256)	(29)
	15,255	14,013	9	3,007	2,437	23	1,760	1,516	16	1,958	1,464	34

January – September (million €)

	Sales			EBITDA			Income from operations (EBIT) before special items			Income from operations (EBIT)		
	2017	2016	Change in %	2017	2016	Change in %	2017	2016	Change in %	2017	2016	Change in %
Chemicals*	12,173	9,482	28	4,054	2,197	85	3,180	1,403	127	3,182	1,408	126
Performance Products*	12,385	11,817	5	2,111	2,152	(2)	1,305	1,540	(15)	1,429	1,505	(5)
Functional Materials & Solutions	15,434	13,771	12	1,799	1,981	(9)	1,350	1,488	(9)	1,305	1,475	(12)
Agricultural Solutions	4,368	4,288	2	1,016	1,169	(13)	826	1,008	(18)	821	971	(15)
Oil & Gas	2,382	1,846	29	1,427	1,101	30	533	354	51	607	337	80
Other	1,634	1,500	9	(665)	(561)	(19)	(726)	(664)	(9)	(754)	(648)	(16)
	48,376	42,704	13	9,742	8,039	21	6,468	5,129	26	6,590	5,048	31

* On January 1, 2017, the Monomers and Dispersions & Pigments divisions' activities for the electronics industry were merged into the global Electronic Materials business unit and allocated to the Dispersions & Pigments division. For better comparability, the affected figures for 2016 have been adjusted accordingly.

Regions

Regions (million €)

	Sales Location of company			Sales Location of customer			Income from operations Location of company		
	2017	2016	Change in %	2017	2016	Change in %	2017	2016	Change in %
3rd Quarter									
Europe	7,276	6,548	11	6,869	6,390	7	986	731	35
Thereof Germany	4,832	4,310	12	2,010	1,791	12	270	327	(17)
North America	3,466	3,410	2	3,361	3,127	7	158	260	(39)
Asia Pacific	3,389	2,841	19	3,540	2,997	18	636	270	136
South America, Africa, Middle East	1,124	1,214	(7)	1,485	1,499	(1)	178	203	(12)
	15,255	14,013	9	15,255	14,013	9	1,958	1,464	34
January – September									
Europe	23,435	20,647	14	22,270	19,765	13	3,806	2,946	29
Thereof Germany	15,067	13,280	13	6,258	5,593	12	1,712	1,512	13
North America	12,098	10,977	10	11,652	10,580	10	1,008	1,101	(8)
Asia Pacific	10,042	8,225	22	10,583	8,670	22	1,630	681	139
South America, Africa, Middle East	2,801	2,855	(2)	3,871	3,689	5	146	320	(54)
	48,376	42,704	13	48,376	42,704	13	6,590	5,048	31