

News Release

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BASF Group 1st Quarter 2018 Important Figures

BASF Group

| | | 1st Quarter | | |
|--|-----------|-------------|---------|-------------|
| | | 2018 | 2017 | Change in % |
| Sales | million € | 16,646 | 16,857 | (1) |
| Income from operations before depreciation, amortization and special items | million € | 3,439 | 3,507 | (2) |
| Income from operations before depreciation and amortization (EBITDA) | million € | 3,448 | 3,502 | (2) |
| Amortization and depreciation ¹ | million € | 927 | 1,051 | (12) |
| Income from operations (EBIT) | million € | 2,521 | 2,451 | 3 |
| Special items | million € | 9 | (6) | . |
| EBIT before special items | million € | 2,512 | 2,457 | 2 |
| Financial result | million € | (186) | (152) | (22) |
| Income before taxes and minority interests | million € | 2,335 | 2,299 | 2 |
| Net income | million € | 1,679 | 1,709 | (2) |
| EBIT after cost of capital | million € | 1,120 | 987 | 13 |
| Earnings per share | € | 1.83 | 1.86 | (2) |
| Adjusted earnings per share | € | 1.93 | 1.97 | (2) |
| Research and development expenses | million € | 428 | 424 | 1 |
| Personnel expenses | million € | 2,616 | 2,641 | (1) |
| Number of employees (as of March 31) | | 115,770 | 113,873 | 2 |
| Assets (as of March 31) | million € | 80,453 | 79,074 | 2 |
| Investments including acquisitions ² | million € | 666 | 806 | (17) |
| Equity ratio (as of March 31) | % | 45.2 | 43.7 | 3 |
| Net debt (as of March 31) | million € | 10,482 | 14,933 | (30) |
| Cash provided by operating activities | million € | 1,231 | 833 | 48 |
| Free cash flow | million € | 604 | 66 | . |

¹ Amortization of intangible asset, depreciation of property, plant and equipment, impairments and reversals of impairments

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

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Segments

1st 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 | 4,286 | 4,105 | 4 | 1,386 | 1,239 | 12 | 1,134 | 958 | 18 | 1,126 | 974 | 16 |
| Performance Products | 3,991 | 4,260 | (6) | 694 | 714 | (3) | 470 | 515 | (9) | 482 | 499 | (3) |
| Functional Materials & Solutions | 5,139 | 5,198 | (1) | 492 | 688 | (28) | 333 | 531 | (37) | 325 | 521 | (38) |
| Agricultural Solutions | 1,728 | 1,855 | (7) | 481 | 595 | (19) | 423 | 533 | (21) | 417 | 531 | (21) |
| Oil & Gas | 945 | 829 | 14 | 587 | 482 | 22 | 365 | 170 | 115 | 392 | 169 | 132 |
| Other | 557 | 610 | (9) | (192) | (216) | 11 | (213) | (250) | 15 | (221) | (243) | 9 |
| | 16,646 | 16,857 | (1) | 3,448 | 3,502 | (2) | 2,512 | 2,457 | 2 | 2,521 | 2,451 | 3 |

Regions

1st Quarter (million €)

| | Sales by location of company | | | Sales by location of customer | | | EBIT by location of company | | |
|------------------------------------|------------------------------|---------------|-------------|-------------------------------|---------------|-------------|-----------------------------|--------------|-------------|
| | 2018 | 2017 | Change in % | 2018 | 2017 | Change in % | 2018 | 2017 | Change in % |
| Europe | 8,523 | 8,332 | 2 | 8,048 | 7,920 | 2 | 1,580 | 1,421 | 11 |
| Thereof Germany | 5,349 | 5,235 | 2 | 2,254 | 2,208 | 2 | 633 | 825 | (23) |
| North America | 3,963 | 4,371 | (9) | 3,833 | 4,230 | (9) | 317 | 513 | (38) |
| Asia Pacific | 3,356 | 3,317 | 1 | 3,566 | 3,530 | 1 | 588 | 496 | 19 |
| South America, Africa, Middle East | 804 | 837 | (4) | 1,199 | 1,177 | 2 | 36 | 21 | 71 |
| | 16,646 | 16,857 | (1) | 16,646 | 16,857 | (1) | 2,521 | 2,451 | 3 |