

News Release

P124/18e February 27, 2018

BASF Group Important Figures 2017

BASF Group

		4th Quarter			Full Year			
		2017	2016	Change in %	2017	2016	Change in %	
Sales	million €	16,099	14,846	8.4	64,475	57,550	12.0	
Income from operations before depreciation, amortization								
and special items	million €	2,936	2,320	26.6	12,527	10,327	21.3	
Income from operations before depreciation and amortization (EBITDA)	million €	2,982	2,487	19.9	12,724	10,526	20.9	
Amortization and depreciation ¹	million €	1,050	1,260	(16.7)	4,202	4,251	(1.2)	
Income from operations (EBIT)	million €	1,932	1,227	57.5	8,522	6,275	35.8	
Special items	million €	72	47	53.2	194	(34)		
EBIT before special items	million €	1,860	1,180	57.6	8,328	6,309	32.0	
Financial result	million €	(211)	(232)	9.1	(722)	(880)	18.0	
Income before taxes and minority interests	million €	1,721	995	73.0	7,800	5,395	44.6	
Net income	million €	1,537	689	123.1	6,078	4,056	49.9	
EBIT after cost of capital	million €	363	78	365.4	2,727	1,136	140.1	
Earnings per share	€	1.68	0.75	124.0	6.62	4.42	49.8	
Adjusted earnings per share	€	1.29	0.79	63.3	6.44	4.83	33.3	
Dividend per share	€	_	_		3.10	3.00	3.3	
Research and development expenses	million €	541	539	0.4	1,888	1,863	1.3	
Personnel expenses	million €	2,692	2,733	(1.5)	10,610	10,165	4.4	
Number of employees		115,490	113,830	1.5	115,490	113,830	1.5	
Assets	million €	78,768	76,496	3.0	78,768	76,496	3.0	
Investments including acquisitions ²	million €	1,669	4,300	(61.2)	4,364	7,258	(39.9)	
Equity ratio	%	44.1	42.6	_	44.1	42.6	_	
Return on assets	%		_	_	10.8	8.2	_	
Return on equity after tax	%				18.9	13.3		
Net debt	million €	11,485	14,401	(20.2)	11,485	14,401	(20.2)	
Cash provided by operating activities	million €	1,188	1,877	(36.7)	8,785	7,717	13.8	
Free cash flow	million €	(202)	647		4,789	3,572	34.1	

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

Media Relations Jens Fey Phone: +49 621 60-99123 jens.fey@basf.com BASF SE 67056 Ludwigshafen www.basf.com presse.kontakt@basf.com

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

Page 2 P124/18e

Segments

4th Quarter (million €)

	Sales			Income from operations before depreciation and amortization (EBITDA)			Income from operations (EBIT) before special items			Income from operations (EBIT)		
	2017	2016	Change	2017	Change		2017	Change		2017	2016	Change
	2017	2016	in %	2017	2016	in %	2017	2016	in %	2017	2016	in %
Chemicals*	4,158	3,423	21	1,320	917	44	1,053	629	67	1,026	545	88
Performance Products*	3,832	3,741	2	316	425	(26)	111	237	(53)	81	173	(53)
Functional Materials &												
Solutions	5,311	4,961	7	452	925	(51)	267	458	(42)	240	724	(67)
Agricultural Solutions	1,328	1,281	4	266	136	96	207	79	162	194	66	194
Oil & Gas	862	922	(7)	642	495	30	260	163	60	436	162	169
Other	608	518	17	(14)	(411)	97	(38)	(386)	90	(45)	(443)	90
	16,099	14,846	8	2,982	2,487	20	1,860	1,180	58	1,932	1,227	57

Full Year (million €)

		Sales			Income from operations before depreciation and amortization (EBITDA)			Income from operations (EBIT) before special items			Income from operation (EBIT)		
	2017	2016	Change in %	2017	2016	Change in %	2017	2016	Change in %	2017	2016	Change in %	
Chemicals*	16,331	12,905	27	5,374	3,114	73	4,233	2,032	108	4,208	1,953	115	
Performance Products*	16,217	15,558	4	2,427	2,577	(6)	1,416	1,777	(20)	1,510	1,678	(10)	
Functional Materials & Solutions	20,745	18,732	11	2,251	2,906	(23)	1,617	1,946	(17)	1,545	2,199	(30)	
Agricultural Solutions	5,696	5,569	2	1,282	1,305	(2)	1,033	1,087	(5)	1,015	1,037	(2)	
Oil & Gas	3,244	2,768	17	2,069	1,596	30	793	517	53	1,043	499	109	
Other	2,242	2,018	11	(679)	(972)	30	(764)	(1,050)	27	(799)	(1,091)	27	
	64,475	57,550	12	12,724	10,526	21	8,328	6,309	32	8,522	6,275	36	

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

million €

	Sales			Sales		EBIT			
by location of company			by loc	ation of cust	omer	by location of company			
	Change			Change				Change	
2017	2016	in %	2017	2016	in %	2017	2016	in %	
7,343	6,574	12	6,944	6,274	11	936	686	36	
4,806	4,260	13	2,101	1,819	16	201	70	187	
3,839	3,705	4	3,705	3,462	7	228	12		
3,616	3,287	10	3,760	3,495	8	579	417	39	
1,301	1,280	2	1,690	1,615	5	189	112	69	
16,099	14,846	8	16,099	14,846	8	1,932	1,227	57	
30,778	27,221	13	29,214	26,039	12	4,742	3,632	31	
19,873	17,540	13	8,359	7,412	13	1,913	1,582	21	
15,937	14,682	9	15,357	14,042	9	1,236	1,113	11	
13,658	11,512	19	14,343	12,165	18	2,209	1,098	101	
4,102	4,135	(1)	5,561	5,304	5	335	432	(22)	
64,475	57,550	12	64,475	57,550	12	8,522	6,275	36	
	2017 7,343 4,806 3,839 3,616 1,301 16,099 30,778 19,873 15,937 13,658 4,102	by location of com 2017 2016 7,343 6,574 4,806 4,260 3,839 3,705 3,616 3,287 1,301 1,280 16,099 14,846 30,778 27,221 19,873 17,540 15,937 14,682 13,658 11,512 4,102 4,135	by location of company 2017 2016 Change in % 7,343 6,574 12 4,806 4,260 13 3,839 3,705 4 3,616 3,287 10 1,301 1,280 2 16,099 14,846 8 30,778 27,221 13 19,873 17,540 13 15,937 14,682 9 13,658 11,512 19 4,102 4,135 (1)	by location of company by location of company 2017 Change in % 2017 7,343 6,574 12 6,944 4,806 4,260 13 2,101 3,839 3,705 4 3,705 3,616 3,287 10 3,760 1,301 1,280 2 1,690 16,099 14,846 8 16,099 30,778 27,221 13 29,214 19,873 17,540 13 8,359 15,937 14,682 9 15,357 13,658 11,512 19 14,343 4,102 4,135 (1) 5,561	by location of company by location of cust 2017 2016 Change in % 2017 2016 7,343 6,574 12 6,944 6,274 4,806 4,260 13 2,101 1,819 3,839 3,705 4 3,705 3,462 3,616 3,287 10 3,760 3,495 1,301 1,280 2 1,690 1,615 16,099 14,846 8 16,099 14,846 30,778 27,221 13 29,214 26,039 19,873 17,540 13 8,359 7,412 15,937 14,682 9 15,357 14,042 13,658 11,512 19 14,343 12,165 4,102 4,135 (1) 5,561 5,304	by location of company by location of customer 2017 2016 Change in % 2017 2016 Change in % 7,343 6,574 12 6,944 6,274 11 4,806 4,260 13 2,101 1,819 16 3,839 3,705 4 3,705 3,462 7 3,616 3,287 10 3,760 3,495 8 1,301 1,280 2 1,690 1,615 5 16,099 14,846 8 16,099 14,846 8 30,778 27,221 13 29,214 26,039 12 19,873 17,540 13 8,359 7,412 13 15,937 14,682 9 15,357 14,042 9 13,658 11,512 19 14,343 12,165 18 4,102 4,135 (1) 5,561 5,304 5	by location of company by location of customer by loc 2017 2016 in % 2017 2016 in % 2017 7,343 6,574 12 6,944 6,274 11 936 4,806 4,260 13 2,101 1,819 16 201 3,839 3,705 4 3,705 3,462 7 228 3,616 3,287 10 3,760 3,495 8 579 1,301 1,280 2 1,690 1,615 5 189 16,099 14,846 8 16,099 14,846 8 1,932 30,778 27,221 13 29,214 26,039 12 4,742 19,873 17,540 13 8,359 7,412 13 1,913 15,937 14,682 9 15,357 14,042 9 1,236 13,658 11,512 19 14,343 12,165 18 2,209	by location of company by location of customer by location of customer by location of company 2017 2016 in % 2017 2016 2017 2016 7,343 6,574 12 6,944 6,274 11 936 686 4,806 4,260 13 2,101 1,819 16 201 70 3,839 3,705 4 3,705 3,462 7 228 12 3,616 3,287 10 3,760 3,495 8 579 417 1,301 1,280 2 1,690 1,615 5 189 112 16,099 14,846 8 16,099 14,846 8 1,932 1,227 30,778 27,221 13 29,214 26,039 12 4,742 3,632 19,873 17,540 13 8,359 7,412 13 1,913 1,582 15,937 14,682 9 15,357 14,042 <	