

# News Release

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## BASF Group Important Figures 2018

### BASF Group

		4th Quarter			Full Year		
		2018	2017	Change in %	2018	2017	Change in %
Sales <sup>1</sup>	million €	15,586	15,231	2.3	62,675	61,223	2.4
EBITDA before special items <sup>1</sup>	million €	1,496	2,314	(35.4)	9,481	10,738	(11.7)
EBITDA <sup>1</sup>	million €	1,336	2,266	(41.0)	9,166	10,765	(14.9)
EBIT before special items <sup>1</sup>	million €	630	1,525	(58.7)	6,353	7,645	(16.9)
EBIT <sup>1</sup>	million €	469	1,421	(67.0)	6,033	7,587	(20.5)
EBIT after cost of capital <sup>1</sup>	million €	(929)	226	.	825	2,902	(71.6)
Net income	million €	348	1,537	(77.4)	4,707	6,078	(22.6)
Earnings per share	€	0.37	1.68	(78.0)	5.12	6.62	(22.7)
Dividend per share	€	–	–	–	3.20	3.10	3.2
Assets	million €	86,556	78,768	9.9	86,556	78,768	9.9
Investments including acquisitions <sup>2</sup>	million €	1,187	1,669	(28.9)	10,735	4,364	146.0
Employees at year-end		122,404	115,490	6.0	122,404	115,490	6.0
Personnel expenses	million €	2,719	2,692	1.0	10,659	10,610	0.5
Research and development expenses <sup>1</sup>	million €	651	519	25.4	2,028	1,843	10.0
Equity ratio	%	41.7	44.1	.	41.7	44.1	.
Return on capital employed (ROCE)	%	–	–	–	11.4	15.4	.
Net debt	million €	18,197	11,485	58.4	18,197	11,485	58.4
Free cash flow	million €	88	(202)	.	4,045	4,789	(15.5)
Greenhouse gas emissions	million metric tons of CO <sub>2</sub> equivalents	–	–	–	21.8	22.6	(3.5)
Energy efficiency in production processes	kilograms of sales product/MWh	–	–	–	602	625	(3.7)

<sup>1</sup> Restated figures; for more information, see the Notes to the Consolidated Financial Statements in the BASF Report 2018 from page 200 onward: [basf.com/report](http://basf.com/report)

<sup>2</sup> Additions to intangible assets and property, plant and equipment

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## Segments

### 4th 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	3,774	4,158	(9)	604	1,320	(54)	327	1,053	(69)	324	1,026	(68)
Performance Products	3,883	3,832	1	334	316	6	137	111	23	106	81	31
Functional Materials & Solutions	5,518	5,311	4	425	452	(6)	289	267	8	247	240	3
Agricultural Solutions	1,684	1,328	27	104	266	(61)	38	207	(82)	(46)	194	.
Other	727	602	21	(131)	(88)	(49)	(161)	(113)	(42)	(162)	(120)	(35)
<b>BASF Group</b>	<b>15,586</b>	<b>15,231</b>	<b>2</b>	<b>1,336</b>	<b>2,266</b>	<b>(41)</b>	<b>630</b>	<b>1,525</b>	<b>(59)</b>	<b>469</b>	<b>1,421</b>	<b>(67)</b>

### Full Year (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	16,501	16,331	1	4,432	5,374	(18)	3,386	4,233	(20)	3,360	4,208	(20)
Performance Products	15,812	16,217	(2)	2,205	2,427	(9)	1,376	1,416	(3)	1,338	1,510	(11)
Functional Materials & Solutions	21,435	20,745	3	1,917	2,251	(15)	1,307	1,617	(19)	1,235	1,545	(20)
Agricultural Solutions	6,156	5,696	8	985	1,282	(23)	734	1,033	(29)	591	1,015	(42)
Other	2,771	2,234	24	(373)	(569)	34	(450)	(654)	31	(491)	(691)	29
<b>BASF Group</b>	<b>62,675</b>	<b>61,223</b>	<b>2</b>	<b>9,166</b>	<b>10,765</b>	<b>(15)</b>	<b>6,353</b>	<b>7,645</b>	<b>(17)</b>	<b>6,033</b>	<b>7,587</b>	<b>(20)</b>

## Regions

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 %
<b>4th Quarter</b>									
Europe	6,558	6,598	(1)	6,094	6,203	(2)	5	477	(99)
Thereof Germany	4,062	4,441	(9)	1,446	1,661	(13)	(229)	130	.
North America	4,397	3,839	15	4,264	3,705	15	48	227	(79)
Asia Pacific	3,449	3,616	(5)	3,665	3,760	(3)	228	579	(61)
South America, Africa, Middle East	1,182	1,178	0	1,563	1,563	0	188	138	36
<b>BASF Group</b>	<b>15,586</b>	<b>15,231</b>	<b>2</b>	<b>15,586</b>	<b>15,231</b>	<b>2</b>	<b>469</b>	<b>1,421</b>	<b>(67)</b>
<b>January – December</b>									
Europe	28,502	28,045	2	26,546	26,507	0	3,210	4,090	(22)
Thereof Germany	18,113	18,663	(3)	6,965	7,159	(3)	1,140	1,838	(38)
North America	16,659	15,937	5	16,143	15,357	5	802	1,236	(35)
Asia Pacific	13,886	13,658	2	14,646	14,343	2	1,820	2,209	(18)
South America, Africa, Middle East	3,628	3,583	1	5,340	5,016	6	201	52	287
<b>BASF Group</b>	<b>62,675</b>	<b>61,223</b>	<b>2</b>	<b>62,675</b>	<b>61,223</b>	<b>2</b>	<b>6,033</b>	<b>7,587</b>	<b>(20)</b>