

# News Release

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## BASF Group 3rd Quarter 2019 Important Figures

### BASF Group

		Q3			January–September		
		2019	2018	+/-	2019	2018	+/-
Sales	million €	15,231	15,606	(2%)	46,566	47,089	(1%)
Income from operations before depreciation, amortization and special items	million €	2,084	2,263	(8%)	6,722	7,985	(16%)
Income from operations before depreciation and amortization (EBITDA)	million €	2,339	2,190	7%	6,754	7,830	(14%)
Depreciation and amortization <sup>a</sup>	million €	963	795	21%	3,072	2,266	36%
Income from operations (EBIT)	million €	1,376	1,395	(1%)	3,682	5,564	(34%)
Special items	million €	257	(75)	.	(214)	(159)	(35%)
EBIT before special items	million €	1,119	1,470	(24%)	3,896	5,723	(32%)
Financial result	million €	(170)	(138)	(23%)	(570)	(511)	(12%)
Income before income taxes	million €	1,206	1,257	(4%)	3,112	5,053	(38%)
Income after taxes from continuing operations	million €	935	1,032	(9%)	2,383	3,974	(40%)
Income after taxes from discontinued operations	million €	–	235	–	6,427	574	.
Net income	million €	911	1,200	(24%)	8,777	4,359	101%
Earnings per share	€	1.00	1.31	(24%)	9.56	4.75	101%
Adjusted earnings per share	€	0.86	1.51	(43%)	3.33	5.21	(36%)
Research and development expenses	million €	540	509	6%	1,577	1,377	15%
Personnel expenses	million €	2,584	2,633	(2%)	8,352	7,940	5%
Number of employees (September 30)		118,648	122,230	(3%)	118,648	122,230	(3%)
Assets (September 30)	million €	89,591	85,579	5%	89,591	85,579	5%
Investments including acquisitions <sup>b</sup>	million €	1,018	8,053	(87%)	2,793	9,548	(71%)
Equity ratio (September 30)	%	46.2	42.8	.	46.2	42.8	.
Net debt (September 30)	million €	17,804	18,026	(1%)	17,804	18,026	(1%)
Cash flows from operating activities	million €	1,998	2,930	(32%)	4,317	6,385	(32%)
Free cash flow	million €	1,072	1,951	(45%)	1,669	3,957	(58%)

<sup>a</sup> Amortization of intangible assets and depreciation of property, plant and equipment (including impairments and reversals of impairments)

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

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## Segments

Q3 (million €)

	Sales			EBITDA before special items			Income from operations (EBIT) before special items			Income from operations (EBIT)		
	2019	2018	+/-	2019	2018	+/-	2019	2018	+/-	2019	2018	+/-
Chemicals	2,429	3,129	(22%)	447	558	(20%)	251	398	(37%)	248	398	(38%)
Materials	2,894	3,321	(13%)	452	820	(45%)	266	664	(60%)	262	659	(60%)
Industrial Solutions	2,130	2,325	(8%)	316	267	18%	205	164	25%	207	156	33%
Surface Technologies	4,001	3,274	22%	414	270	53%	261	142	84%	223	135	65%
Nutrition & Care	1,519	1,469	3%	331	290	14%	225	189	19%	224	186	20%
Agricultural Solutions	1,561	1,243	26%	250	113	121%	73	(5)	.	43	(39)	.
Other	697	845	(18%)	(126)	(55)	.	(162)	(82)	(98%)	169	(100)	.
<b>BASF Group</b>	<b>15,231</b>	<b>15,606</b>	<b>(2%)</b>	<b>2,084</b>	<b>2,263</b>	<b>(8%)</b>	<b>1,119</b>	<b>1,470</b>	<b>(24%)</b>	<b>1,376</b>	<b>1,395</b>	<b>(1%)</b>

January–September (million €)

	Sales			EBITDA before special items			Income from operations (EBIT) before special items			Income from operations (EBIT)		
	2019	2018	+/-	2019	2018	+/-	2019	2018	+/-	2019	2018	+/-
Chemicals	7,157	8,866	(19%)	1,238	1,813	(32%)	676	1,330	(49%)	513	1,318	(61%)
Materials	8,786	10,287	(15%)	1,451	2,704	(46%)	923	2,245	(59%)	902	2,227	(59%)
Industrial Solutions	6,457	6,913	(7%)	1,036	920	13%	712	607	17%	842	611	38%
Surface Technologies	11,444	9,967	15%	1,057	861	23%	610	479	27%	548	459	19%
Nutrition & Care	4,575	4,476	2%	976	945	3%	667	657	2%	555	646	(14%)
Agricultural Solutions	6,006	4,472	34%	1,458	940	55%	934	696	34%	844	637	32%
Other	2,141	2,108	2%	(494)	(198)	.	(626)	(291)	.	(522)	(334)	(56%)
<b>BASF Group</b>	<b>46,566</b>	<b>47,089</b>	<b>(1%)</b>	<b>6,722</b>	<b>7,985</b>	<b>(16%)</b>	<b>3,896</b>	<b>5,723</b>	<b>(32%)</b>	<b>3,682</b>	<b>5,564</b>	<b>(34%)</b>

## Regions

Million €

Q3	Sales Location of company			Sales Location of customer			EBIT Location of company			
	2019	2018	+/-	2019	2018	+/-	2019	2018	+/-	
Europe	6,458	6,872	(6%)	5,906	6,335	(7%)	797	659	21%	
of which Germany	3,495	4,421	(21%)	1,624	1,819	(11%)	124	226	(45%)	
North America	3,926	4,220	(7%)	3,861	4,089	(6%)	61	171	(64%)	
Asia Pacific	3,516	3,440	2%	3,697	3,621	2%	316	481	(34%)	
South America, Africa, Middle East	1,331	1,074	24%	1,767	1,561	13%	202	84	140%	
<b>BASF Group</b>	<b>15,231</b>	<b>15,606</b>	<b>(2%)</b>	<b>15,231</b>	<b>15,606</b>	<b>(2%)</b>	<b>1,376</b>	<b>1,395</b>	<b>(1%)</b>	
<b>January–September</b>										
Europe	20,607	21,944	(6%)	19,091	20,452	(7%)	2,020	3,205	(37%)	
of which Germany	11,157	14,051	(21%)	4,951	5,519	(10%)	650	1,369	(53%)	
North America	12,904	12,262	5%	12,617	11,879	6%	516	754	(32%)	
Asia Pacific	10,168	10,437	(3%)	10,756	10,981	(2%)	913	1,592	(43%)	
South America, Africa, Middle East	2,887	2,446	18%	4,102	3,777	9%	233	13	.	
<b>BASF Group</b>	<b>46,566</b>	<b>47,089</b>	<b>(1%)</b>	<b>46,566</b>	<b>47,089</b>	<b>(1%)</b>	<b>3,682</b>	<b>5,564</b>	<b>(34%)</b>	