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by BASF

**BASF**

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**Analyst Conference Call Q1 2024**

April 25, 2024

# Cautionary note regarding forward-looking statements

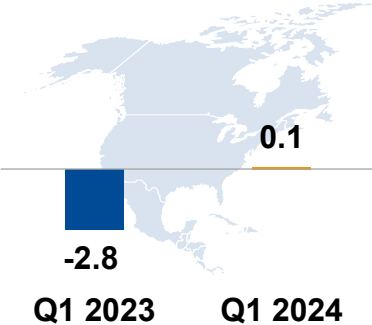
*This presentation contains forward-looking statements. These statements are based on current estimates and projections of the Board of Executive Directors and currently available information. Forward-looking statements are not guarantees of the future developments and results outlined therein. These are dependent on a number of factors; they involve various risks and uncertainties; and they are based on assumptions that may not prove to be accurate. Such risk factors include in particular those discussed in Opportunities and Risks on pages 173 to 183 of the BASF Report 2023. BASF does not assume any obligation to update the forward-looking statements contained in this presentation above and beyond the legal requirements.*

# Global chemical production grew compared with Q1 2023, driven by strong growth in China; production in Europe increased slightly

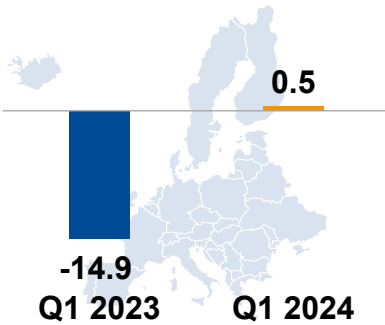
Chemical production compared with prior-year quarter<sup>1</sup>

%

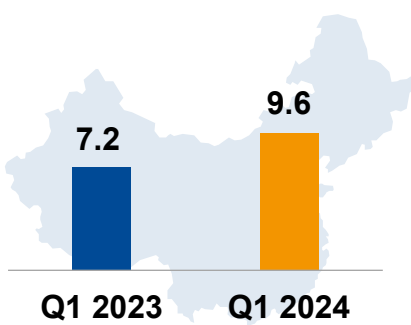
### North America



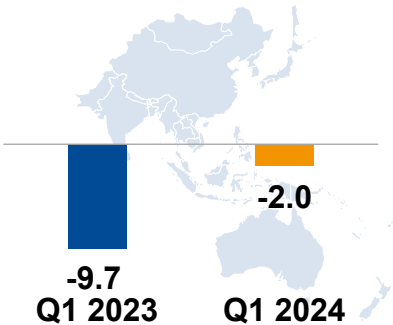
### EU



### Mainland China



### Asia excl. mainland China



## Growth rates

%	Q1 2024	Q1 2023
Global GDP	2.5	2.4
Global industrial production	0.9	0.7
Global chemical production	5.4	-0.4

<sup>1</sup> Source: BASF, Q1 2024 partly based on estimates. Data sources: S&P Global, NBS China, Feri, Fed, Eurostat, METI, ONS. All data subject to statistical revision. Growth rates for regional aggregates might differ from official data releases due to different country coverage and weights.

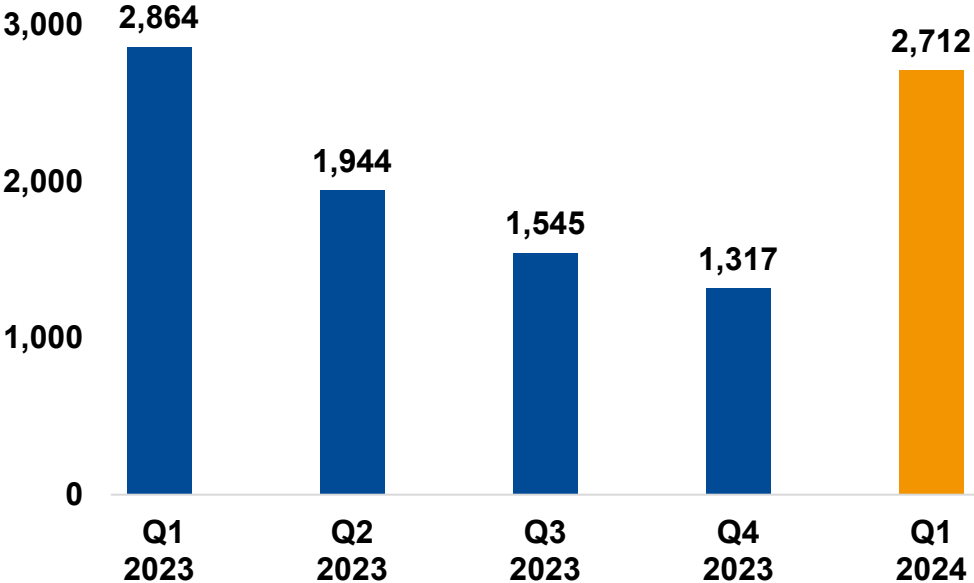


# BASF with solid start to the year: Q1 2024 EBITDA before special items slightly ahead of analyst consensus

- In Q1 2024, **sales declined by 12% to €17.6 billion**, mainly due to lower prices and negative currency effects
- **Volumes of BASF Group increased by 0.5%** compared with Q1 2023; **excluding precious and base metals, volumes increased by 2.1%**
- In Q1 2024, **EBITDA before special items reached €2.7 billion**, 5% below the figure of the prior-year quarter and 6% ahead of average analysts estimates<sup>1</sup>
- **EBITDA before special items in the Nutrition & Care, Materials, Industrial Solutions and Chemicals segments improved**, while Other, Agricultural Solutions and Surface Technologies recorded a decline compared with Q1 2023

Sales development	Volumes	Prices	Portfolio	Currency
Q1 2024 vs. Q1 2023	↑ 0.5%	↓ -10.4%	↓ -0.1%	↓ -2.2%

**EBITDA before special items**  
Million €



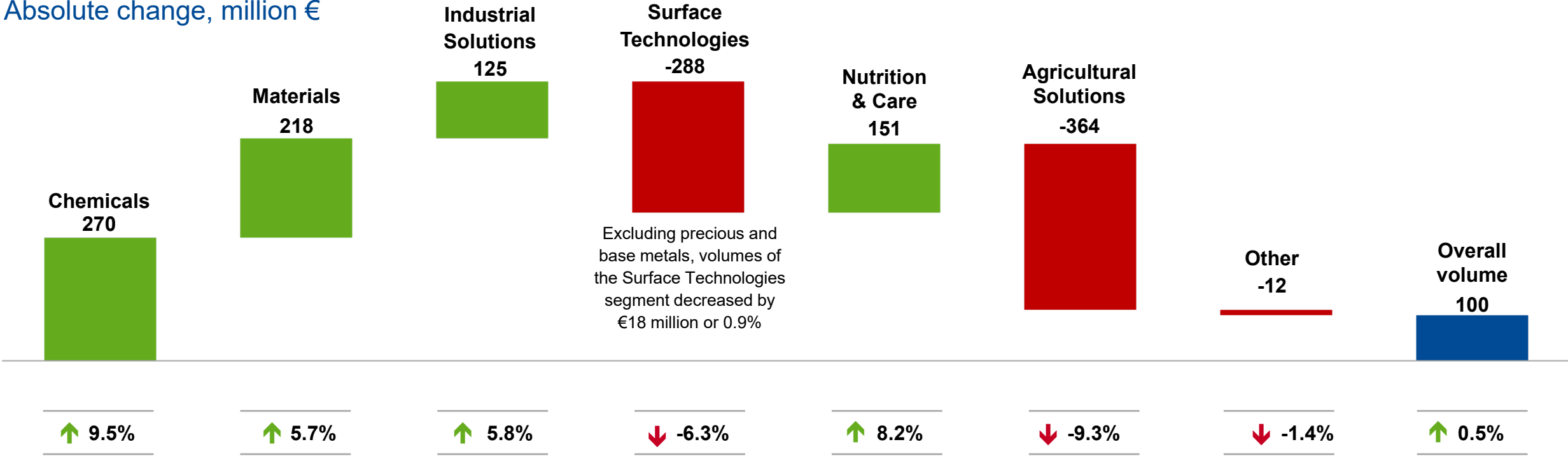
<sup>1</sup> Average analysts estimates compiled by Vara on behalf of BASF on April 8, 2024: €2,565 million

# BASF achieved volume growth in the Chemicals, Materials, Nutrition & Care and Industrial Solutions segments

## Volume development by segment

Q1 2024 vs. Q1 2023

Absolute change, million €



Relative change, %

# BASF Group Q1 2024: Key financial figures

## EBITDA before special items Q1 2024 vs. Q1 2023

**€2,712 million**  
-5.3%

## EBIT before special items Q1 2024 vs. Q1 2023

**€1,754 million**  
-9.2%

## Net income Q1 2024 vs. Q1 2023

**€1,368 million**  
-12.4%

## Operating cash flow Q1 2024 vs. Q1 2023

**-€513 million**  
+49.4%

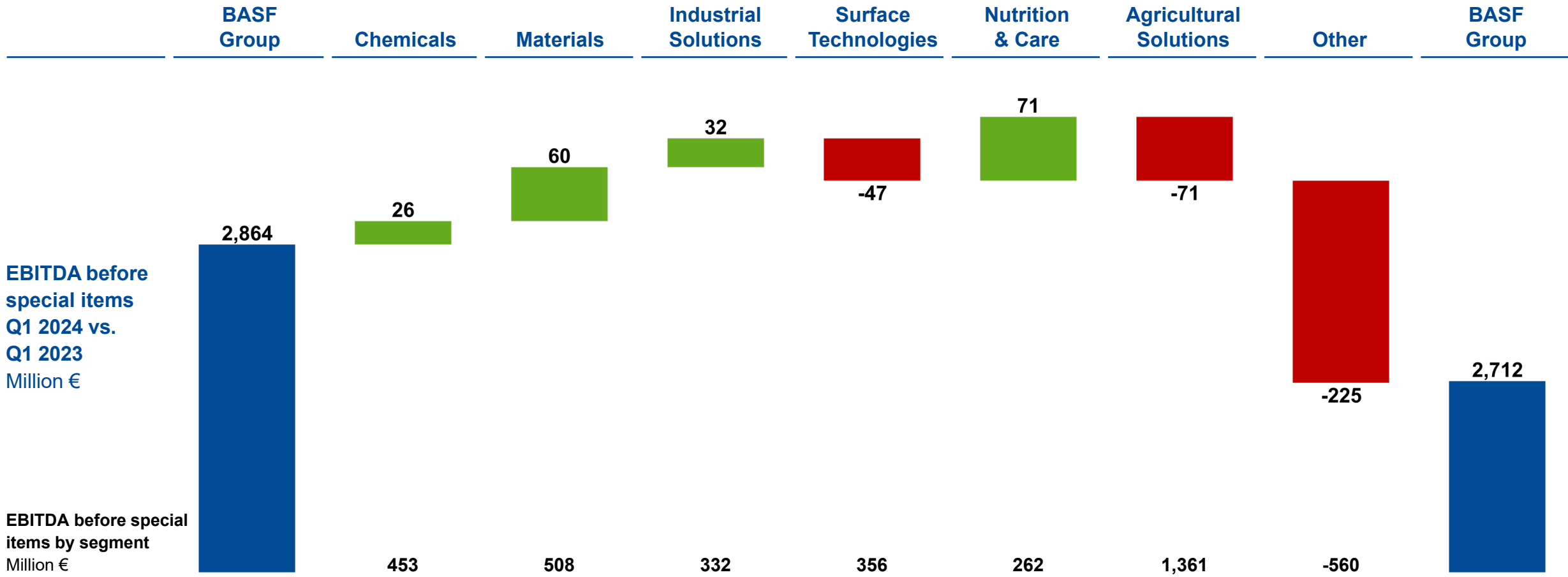
## Free cash flow Q1 2024 vs. Q1 2023

**-€1,457 million**  
+22.6%

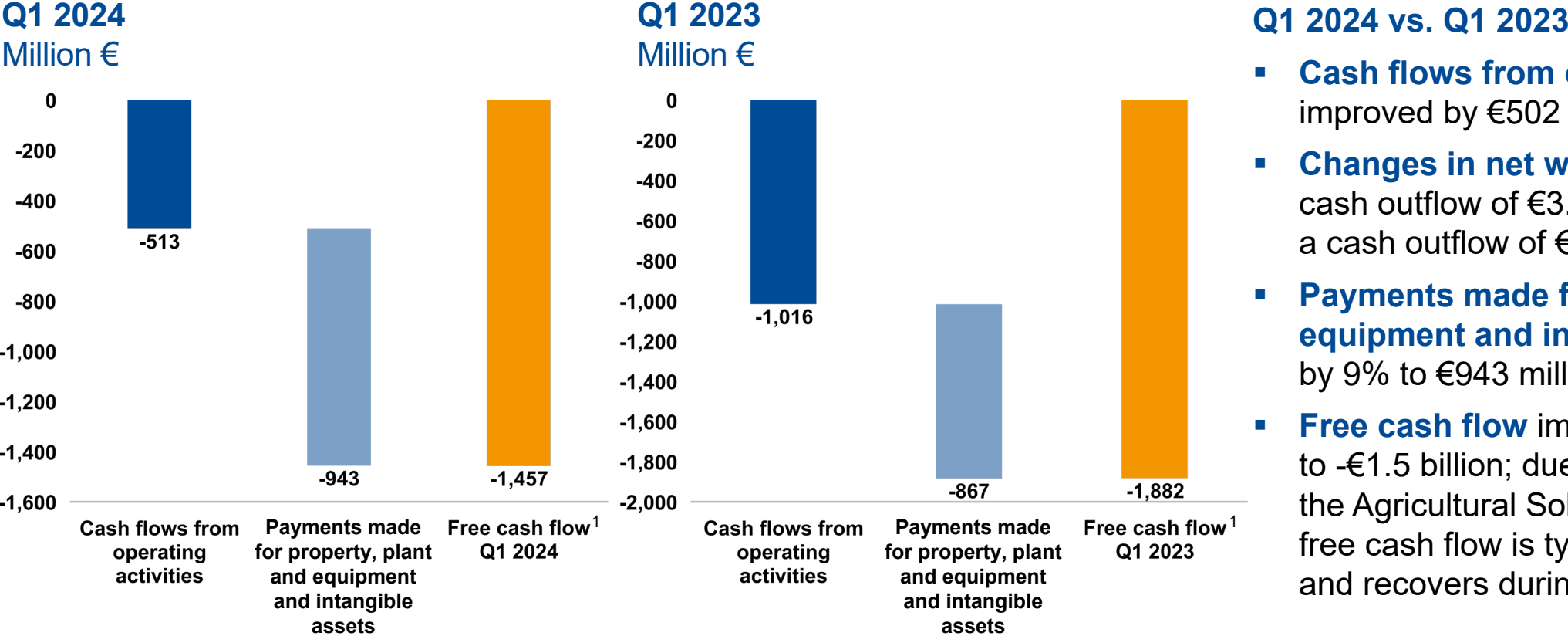
## Equity ratio March 31, 2024 / Dec. 31, 2023

**47.2%**  
47.3%

# EBITDA before special items increased in the Nutrition & Care, Materials, Industrial Solutions and Chemicals segments



# Cash flow generation in Q1 2024 improved strongly compared with prior-year quarter due to less cash tied up in net working capital



- Q1 2024 vs. Q1 2023**
- **Cash flows from operating activities** improved by €502 million to -€513 million
  - **Changes in net working capital** led to a cash outflow of €3.2 billion compared with a cash outflow of €3.6 billion in Q1 2023
  - **Payments made for property, plant and equipment and intangible assets** rose by 9% to €943 million
  - **Free cash flow** improved by €426 million to -€1.5 billion; due to the seasonality of the Agricultural Solutions business, free cash flow is typically negative in Q1 and recovers during the year

<sup>1</sup> Free cash flow: cash flows from operating activities minus payments made for property, plant and equipment and intangible assets

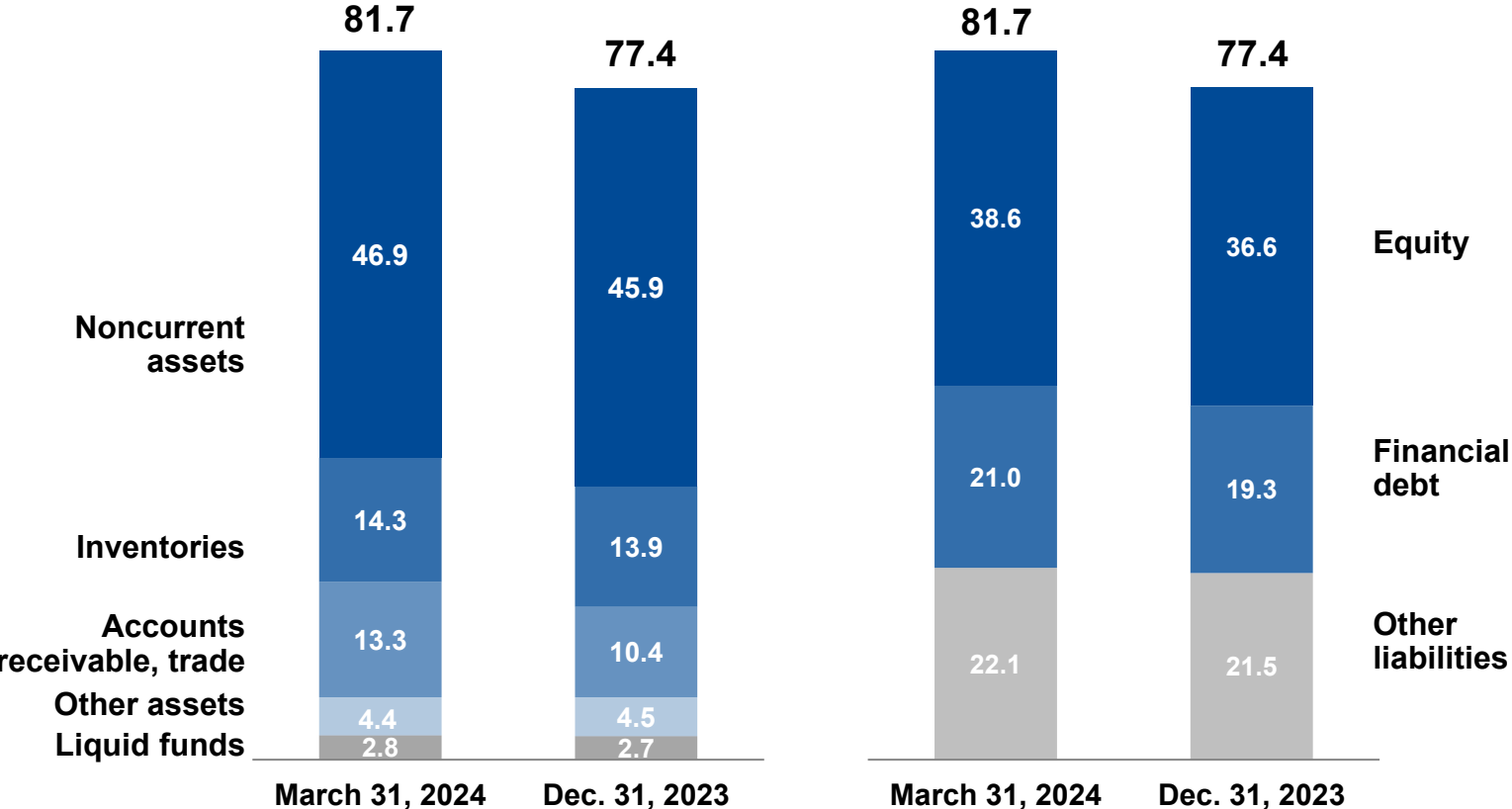




# Strong balance sheet

## Balance sheet March 31, 2024, vs. December 31, 2023

Billion €



- **Total assets** increased by €4.3 billion to €81.7 billion, mainly due to higher current assets; the seasonality of the Agricultural Solutions business led to particularly higher trade accounts receivable
- **Net debt** amounted to €18.2 billion compared with €16.6 billion at the end of 2023
- **Equity ratio: 47.2%** (Dec. 31, 2023: 47.3%)
- BASF has **good credit ratings**<sup>1</sup>, especially compared with competitors

<sup>1</sup> Current ratings: Moody's A3/P-2/outlook stable, Fitch A/F1/outlook stable, S&P A-/A-2/outlook stable

# Outlook 2024 for BASF Group unchanged

## Outlook 2024

EBITDA before special items	€8.0 billion – €8.6 billion
Free cash flow	€0.1 billion – €0.6 billion
CO <sub>2</sub> emissions	16.7 million – 17.7 million metric tons

## Underlying assumptions

- Growth in gross domestic product: 2.3%
- Growth in industrial production: 2.2%
- Growth in chemical production: 2.7%
- Average euro/dollar exchange rate: \$1.10 per euro
- Average annual oil price (Brent crude): \$80 per barrel





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