

# BASF Group

## 2nd Quarter/1st Half 2018

### Important Figures

#### BASF Group

		2nd Quarter			1st Half		
		2018	2017	Change in %	2018	2017	Change in %
Sales	million €	16,782	16,264	3	33,428	33,121	1
Income from operations before depreciation, amortization and special items	million €	3,295	3,291	0	6,734	6,798	(1)
Income from operations before depreciation and amortization (EBITDA)	million €	3,232	3,233	0	6,680	6,735	(1)
Amortization and depreciation <sup>1</sup>	million €	941	1,052	(11)	1,868	2,103	(11)
Income from operations (EBIT)	million €	2,291	2,181	5	4,812	4,632	4
Special items	million €	(65)	(70)	7	(56)	(76)	26
EBIT before special items	million €	2,356	2,251	5	4,868	4,708	3
Financial result	million €	(202)	(174)	(16)	(388)	(326)	(19)
Income before taxes and minority interests	million €	2,089	2,007	4	4,424	4,306	3
Net income	million €	1,480	1,496	(1)	3,159	3,205	(1)
EBIT after cost of capital	million €	792	684	16	1,912	1,671	14
Earnings per share	€	1.61	1.63	(1)	3.44	3.49	(1)
Adjusted earnings per share	€	1.77	1.78	(1)	3.70	3.75	(1)
Research and development expenses	million €	449	468	(4)	877	892	(2)
Personnel expenses	million €	2,691	2,568	5	5,307	5,209	2
Number of employees (June 30)		116,126	113,763	2	116,126	113,763	2
Assets (June 30)	million €	81,857	75,651	8	81,857	75,651	8
Investments including acquisitions <sup>2</sup>	million €	829	907	(9)	1,495	1,713	(13)
Equity ratio (June 30)	%	43.1	42.9	0	43.1	42.9	0
Net debt (June 30)	million €	12,588	15,569	(19)	12,588	15,569	(19)
Cash flows from operating activities	million €	2,224	2,969	(25)	3,455	3,802	(9)
Free cash flow	million €	1,402	2,094	(33)	2,006	2,160	(7)

<sup>1</sup> Amortization of intangible assets and depreciation of property, plant and equipment (including impairments and reversals of impairments)

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

## Segments

### 2nd 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	4,132	4,045	2	1,330	1,385	(4)	1,074	1,120	(4)	1,064	1,119	(5)
Performance Products	3,949	4,142	(5)	614	609	1	409	405	1	402	363	11
Functional Materials & Solutions	5,540	5,261	5	494	584	(15)	338	422	(20)	326	427	(24)
Agricultural Solutions	1,501	1,526	(2)	321	336	(4)	278	272	2	259	270	(4)
Oil & Gas	998	814	23	593	472	26	391	183	114	391	183	114
Other	662	476	39	(120)	(153)	22	(134)	(151)	11	(151)	(181)	17
	<b>16,782</b>	<b>16,264</b>	<b>3</b>	<b>3,232</b>	<b>3,233</b>	<b>0</b>	<b>2,356</b>	<b>2,251</b>	<b>5</b>	<b>2,291</b>	<b>2,181</b>	<b>5</b>

### 1st Half (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	8,418	8,150	3	2,716	2,624	4	2,208	2,078	6	2,190	2,093	5
Performance Products	7,940	8,402	(5)	1,308	1,323	(1)	879	920	(4)	884	862	3
Functional Materials & Solutions	10,679	10,459	2	986	1,272	(22)	671	953	(30)	651	948	(31)
Agricultural Solutions	3,229	3,381	(4)	802	931	(14)	701	805	(13)	676	801	(16)
Oil & Gas	1,943	1,643	18	1,180	954	24	756	353	114	783	352	122
Other	1,219	1,086	12	(312)	(369)	15	(347)	(401)	13	(372)	(424)	12
	<b>33,428</b>	<b>33,121</b>	<b>1</b>	<b>6,680</b>	<b>6,735</b>	<b>(1)</b>	<b>4,868</b>	<b>4,708</b>	<b>3</b>	<b>4,812</b>	<b>4,632</b>	<b>4</b>

## Regions

### Regions (million €)

	Sales by location of company			Sales by location of customer			Income from operations (EBIT) by location of company		
	2018	2017	Change in %	2018	2017	Change in %	2018	2017	Change in %
<b>2nd Quarter</b>									
Europe	8,203	7,827	5	7,721	7,481	3	1,475	1,399	5
Thereof Germany	4,954	5,000	(1)	2,116	2,040	4	520	617	(16)
North America	4,079	4,261	(4)	3,957	4,061	(3)	266	337	(21)
Asia Pacific	3,641	3,336	9	3,794	3,513	8	523	498	5
South America, Africa, Middle East	859	840	2	1,310	1,209	8	27	(53)	.
	<b>16,782</b>	<b>16,264</b>	<b>3</b>	<b>16,782</b>	<b>16,264</b>	<b>3</b>	<b>2,291</b>	<b>2,181</b>	<b>5</b>
<b>1st Half</b>									
Europe	16,726	16,159	4	15,769	15,401	2	3,055	2,820	8
Thereof Germany	10,303	10,235	1	4,370	4,248	3	1,153	1,442	(20)
North America	8,042	8,632	(7)	7,790	8,291	(6)	583	850	(31)
Asia Pacific	6,997	6,653	5	7,360	7,043	5	1,111	994	12
South America, Africa, Middle East	1,663	1,677	(1)	2,509	2,386	5	63	(32)	.
	<b>33,428</b>	<b>33,121</b>	<b>1</b>	<b>33,428</b>	<b>33,121</b>	<b>1</b>	<b>4,812</b>	<b>4,632</b>	<b>4</b>