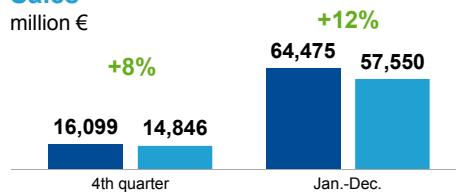




BASF with considerable sales and earnings increase in the fourth quarter and the full year 2017

Sales

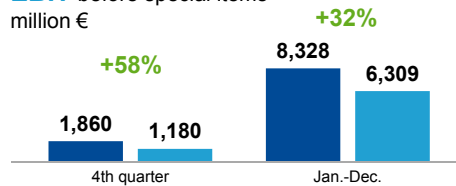
million €



- Sales in the fourth quarter and the full year 2017 increased considerably, mainly due to higher prices and volumes

EBIT before special items

million €

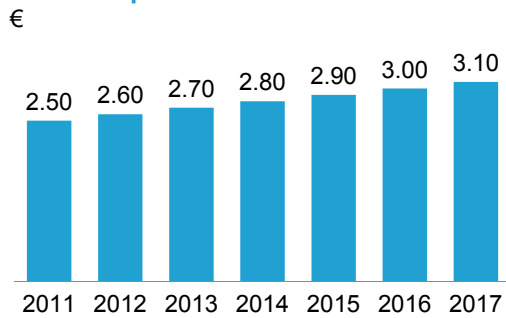


- EBIT before special items considerably increased in the fourth quarter, due to higher earnings in Chemicals, Agricultural Solutions, Oil & Gas and Other
- Earnings in 2017 considerably above prior-year level driven by Chemicals, Oil & Gas and Other

Dividend

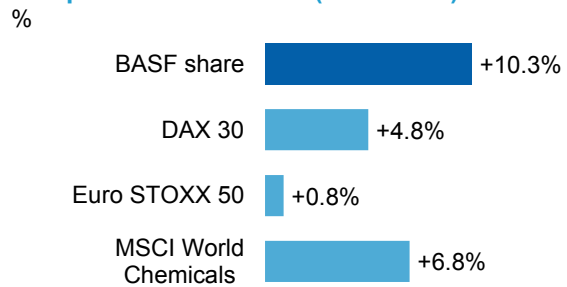
- Proposed dividend of €3.10 per share in 2017 (2016: €3.00)

Dividend per share



- Long-term performance of BASF shares over ten years clearly surpasses benchmark indexes

Performance of BASF shares compared with indexes (2007-2017)



3

“We create chemistry” strategy



Research & Development

- 3,000 projects in research pipeline
- New fungicide Revysol®
- Process Research & Chemical Engineering uses digitalization to predict performance and life span of products



Digitalization

- Predictive maintenance in steamcracker
- New digital business models
- Data mining



4

“We create chemistry” strategy



Active portfolio management

- Agreement to acquire parts of Bayer’s seed and non-selective herbicide businesses
- BASF to acquire Solvay’s global polyamide business
- Letter of intent to merge oil and gas businesses Wintershall and DEA

5



Driving innovative mobility

- Investments into production capacities in Poland and Japan (catalysts and cathode active materials)
- Expanded collaboration with TODA
- New plant for coatings in Thailand



Outlook for BASF Group*

Economic environment 2018

- GDP growth: +3.0%
- Growth in chemical production**: +3.4%
- Exchange rate: US\$1.20 per euro
- Oil price (Brent): US\$65 per barrel

Outlook for full year 2018

- We anticipate slightly higher sales
- EBIT before special items is expected to be up slightly on the 2017 level
- EBIT is forecast to decline slightly
- We aim to once again earn a significant premium on our cost of capital, but EBIT after cost of capital will decrease considerably

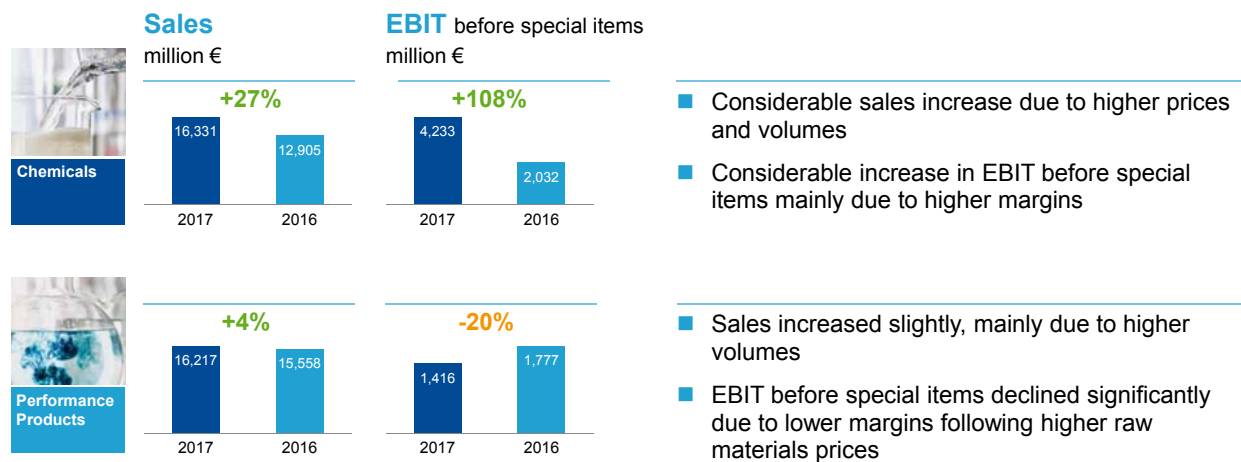


* This outlook takes into account the agreed transactions with Bayer and Solvay. The intended merger of our oil and gas activities with the business of DEA Deutsche Erdoel AG and its subsidiaries is not taken into account in this outlook.
 ** Excluding pharmaceuticals

6

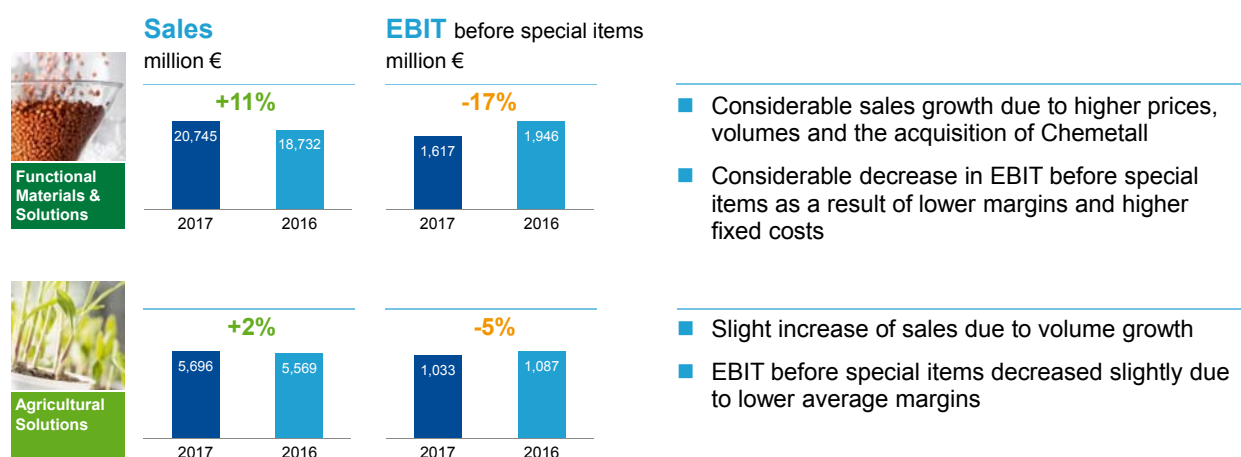


Considerable increase of earnings in Chemicals; significant decline of earnings in Performance Products



7

Considerable earnings decline in Functional Materials & Solutions; Agricultural Solutions with slightly lower earnings

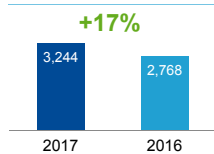


8

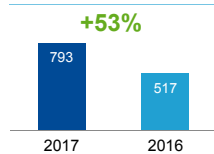
Sales and earnings in the Oil & Gas segment significantly increased due to higher oil and gas prices



Sales
million €



EBIT before special items
million €



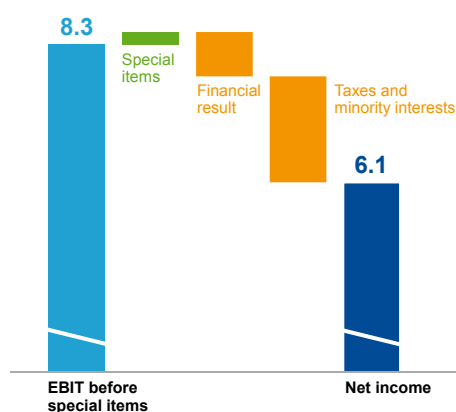
- Considerable sales increase driven by higher prices
- EBIT before special items increased considerably, mainly due to higher prices

9

BASF
We create chemistry

2017 reconciliation to net income

billion €



	million €	Δ% vs. 2016
EBIT before special items	8,328	32
EBIT	8,522	36
Financial result	-722	18
Income before taxes and minority interests	7,800	45
Net income	6,078	50

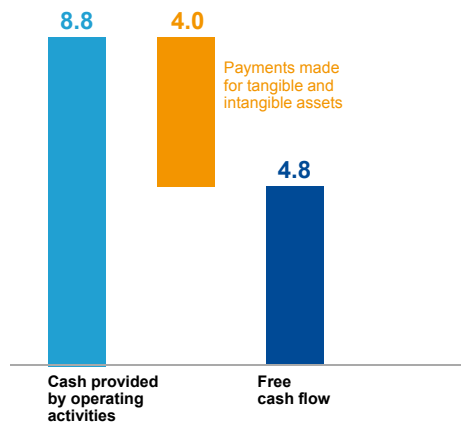
	€	Δ% vs. 2016
Earnings per share (EPS)	6.62	50
Adjusted EPS	6.44	33

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BASF
We create chemistry

Operating cash flow

billion €



- Cash provided by operating activities improved year-on-year to €8.8 billion (2016: €7.7 billion)
- Free cash flow with €4.8 billion in 2017 significantly above prior-year (2016: €3.6 billion)



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