

% = Change to previous year * = % of turnover ** = % of fixed assets C. = Change

Process	BASF Group 2006 CFS Full Year 2006 published by Company		BASF Group 2007 CFS Full Year 2007 published by Company		BASF Group 2008 CFS Full Year 2008 published by Company		BASF Group 2009 CFS Full Year 2009 published by Company		BASF Group 2010 CFS Full Year 2010 published by Company	
	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR
01 Revenues	27.2	52,609.7	10.2	57,951.0	7.5	62,304.0	-18.6	50,693.0	26.0	63,873.0
02 Cost of goods sold	100.0	0.0	!	0.0	!	0.0	!	0.0	!	0.0
03 Gross profit	301.8	52,609.7	10.2	57,951.0	7.5	62,304.0	-18.6	50,693.0	26.0	63,873.0
04 Costs total *	-81.3	-42,794.5	-81.9	-47,455.0	-84.5	-52,661.0	-85.4	-43,279.0	-82.2	-52,507.0
05 Result on retirements of fixed assets	!	0.0	!	0.0	!	0.0	!	-40.0	100.0	0.0
06 Result on retirements of financial assets	!	0.0	!	0.0	!	0.0	!	0.0	!	0.0
07 Depreciation PPE **	-11.4	-2,993.6	-12.0	-2,947.0	-12.2	-3,180.0	-13.3	-3,740.0	-10.9	-3,370.0
08 Impairment of goodwill **	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
09 Other income/expenses	102.1	77.0	-100.0	0.0	!	-66.0	104.5	3.0	-100.0	0.0
10 of which from C.Provisions	143.1	246.5	-38.5	151.5	78.2	270.0	-193.3	-252.0	-312.3	-1,039.0
11 Operating result	11.0	6,898.6	9.4	7,549.0	-15.3	6,397.0	-43.1	3,637.0	119.9	7,996.0
12 Non-operating result	-397.8	-371.9	-65.1	-614.0	32.7	-413.0	-35.1	-558.0	-11.6	-623.0
13 Interest income	-156.3	-371.9	-65.1	-614.0	30.5	-427.0	-40.5	-600.0	-3.8	-623.0
14 Result from affiliated companies	-100.0	0.0	!	0.0	!	0.0	!	173.0	-100.0	0.0
15 Interest for pensions	100.0	0.0	!	0.0	!	14.0	-1,035.7	-131.0	100.0	0.0
16 Income before income taxes	3.0	6,526.7	6.3	6,935.0	-13.7	5,984.0	-48.5	3,079.0	139.5	7,373.0
17 Income taxes	3.5	-3,060.6	14.7	-2,610.0	-2.3	-2,671.0	46.7	-1,424.0	-61.4	-2,299.0
18 Tax rate	46.9		37.6		44.7		46.2		31.2	
19 Income after taxes (continuing)	9.4	3,466.1	24.8	4,325.0	-23.4	3,313.0	-50.0	1,655.0	206.6	5,074.0
20 Income from discontinued operations	!	0.0	!	0.0	!	-8.0	100.0	0.0	!	0.0
21 Income after taxes	9.4	3,466.1	24.8	4,325.0	-23.6	3,305.0	-49.9	1,655.0	206.6	5,074.0

% = Change to previous year Equity incl. minorities

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	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR
01 Goodwill	26.7	4,713.0	-100.0	0.0	!	4,748.0	6.8	5,069.0	-100.0	0.0
02 Intangible assets	!	5,910.0	61.7	9,559.0	-46.2	5,141.0	4.6	5,380.0	127.6	12,245.0
03 Property, plant and equipment (PPE)	6.5	14,901.5	-4.6	14,215.0	5.7	15,032.0	8.3	16,285.0	5.9	17,241.0
04 Financial Assets	166.3	650.5	28.2	834.0	37.4	1,146.0	16.9	1,340.0	-0.9	1,328.0
05 Other assets noncurrent	!	0.0	!	0.0	!	0.0	!	0.0	!	0.0
06 Noncurrent Assets	45.8	26,175.0	-6.0	24,608.0	5.9	26,067.0	7.7	28,074.0	9.8	30,814.0
07 Inventories	!	6,672.4	-1.4	6,577.9	2.4	6,736.0	0.6	6,776.0	28.2	8,688.0
08 Trade accounts receivable	!	8,222.8	4.1	8,561.2	-9.5	7,752.0	-0.2	7,738.0	31.4	10,167.0
09 Other assets current	-78.7	3,586.6	75.3	6,287.9	19.7	7,529.0	-9.1	6,845.0	18.8	8,131.0
10 Liquid assets	-30.1	634.2	20.9	767.0	261.9	2,776.0	-33.9	1,835.0	-18.6	1,493.0
11 Current Assets	7.9	19,116.0	16.1	22,194.0	11.7	24,793.0	-6.4	23,194.0	22.8	28,479.0
12 Asset held for sale and D.O.	!	0.0	!	0.0	!	0.0	!	0.0	!	0.0
13 Assets	27.0	45,291.0	3.3	46,802.0	8.7	50,860.0	0.8	51,268.0	15.7	59,293.0
14 Capital stock	-3.8	1,279.2	-4.3	1,224.0	-3.9	1,176.0	0.0	1,176.0	0.0	1,176.0
15 Reserves	7.1	13,794.0	5.5	14,549.0	-2.1	14,241.0	10.8	15,778.0	4.0	16,407.0
16 Income after taxes	9.4	3,466.1	24.8	4,325.0	-23.6	3,305.0	-49.9	1,655.0	206.6	5,074.0
17 Stockholders equity	6.7	18,539.3	8.4	20,098.0	-6.8	18,722.0	-0.6	18,609.0	21.8	22,657.0
18 Provisions for pension plans	!	0.0	!	0.0	!	0.0	!	0.0	!	0.0
19 Other provisions noncurrent	!	0.0	!	0.0	!	0.0	!	0.0	!	0.0
20 Financial liabilities noncurrent	62.5	5,786.0	20.2	6,954.0	19.2	8,290.0	50.1	12,444.0	-6.2	11,670.0
21 Other liabilities noncurrent	!	0.0	!	0.0	!	0.0	!	0.0	!	0.0
22 Noncurrent liabilities	62.5	5,786.0	20.2	6,954.0	19.2	8,290.0	50.1	12,444.0	-6.2	11,670.0
23 Other provisions current	!	0.0	!	0.0	!	0.0	!	0.0	!	0.0
24 Financial liabilities current	1,061.8	3,694.6	-14.8	3,148.0	97.7	6,224.0	-61.8	2,375.0	41.9	3,369.0
25 Trade accounts payable	71.2	4,754.7	-20.9	3,763.3	-27.4	2,734.0	1.9	2,786.0	70.1	4,738.0
26 Other liabilities current	7.5	12,516.4	2.6	12,838.7	16.0	14,890.0	1.1	15,054.0	12.0	16,859.0
27 Current liabilities	42.3	20,965.7	-5.8	19,750.0	20.7	23,848.0	-15.2	20,215.0	23.5	24,966.0
28 Liabilities related to D.O.	!	0.0	!	0.0	!	0.0	!	0.0	!	0.0
29 Total stockholders equity and liabilities	27.0	45,291.0	3.3	46,802.0	8.7	50,860.0	0.8	51,268.0	15.7	59,293.0

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	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR
01 Operating result	11.0	6,898.6	9.4	7,549.0	-15.3	6,397.0	-43.1	3,637.0	119.9	7,996.0
02 Income taxes paid	3.5	-3,060.6	14.7	-2,610.0	-2.3	-2,671.0	46.7	-1,424.0	-61.4	-2,299.0
03 Depreciation	35.0	2,993.6	-1.6	2,947.0	7.9	3,180.0	17.6	3,740.0	-9.9	3,370.0
04 C.Provisions for pensions	100.0	0.0	!	0.0	!	14.0	-1,035.7	-131.0	100.0	0.0
05 Result on retirements of noncurrent assets	!	0.0	!	0.0	!	0.0	!	40.0	-100.0	0.0
06 Gross cash flow	31.4	6,831.6	15.4	7,886.0	-12.2	6,920.0	-15.3	5,862.0	54.7	9,067.0
07 C.Inventories	!	-6,672.4	101.4	94.5	-267.3	-158.1	74.7	-40.0	-4,680.0	-1,912.0
08 C.Trade accounts receivable	!	-8,222.8	95.9	-338.4	339.1	809.2	-98.3	14.0	-	-2,429.0
09 C.Trade accounts payable	-28.8	1,977.7	-150.1	-991.4	-3.8	-1,029.3	105.1	52.0	3,653.8	1,952.0
10 C.Other working capital	161.9	13,856.2	-118.3	-2,530.5	121.3	540.2	103.6	1,100.0	41.6	1,558.0
11 Change Working Capital	104.8	938.7	-501.2	-3,765.8	104.3	162.0	595.1	1,126.0	-173.8	-831.0
12 Net cash flow (continuing)	154.0	7,770.3	-47.0	4,120.2	71.9	7,082.0	-1.3	6,988.0	17.9	8,236.0
13 Cash used in operating activities D.O.	!	0.0	!	0.0	!	-8.0	100.0	0.0	!	0.0
14 Net cash flow (total)	154.0	7,770.3	-47.0	4,120.2	71.7	7,074.0	-1.2	6,988.0	17.9	8,236.0
15 Cash outflows for additions to PPE	-121.4	-12,028.1	-3.6	-12,456.9	30.1	-8,712.0	21.3	-6,853.0	61.3	-2,653.0
16 Cash inflows from sales of PPE	-44.2	1,215.0	826.8	11,260.4	-61.1	4,385.0	-71.3	1,260.0	-375.3	-3,469.0
17 Addition to financial assets	-147.5	-406.2	54.8	-183.5	-70.0	-312.0	37.8	-194.0	106.2	12.0
18 Acquisitions/Disinvestments	!	0.0	!	0.0	!	0.0	!	0.0	!	0.0
19 Income from interest and dividends	-100.0	0.0	!	0.0	!	174.0	76.4	307.0	-51.1	150.0
20 Net cash from marketable securities	!	0.0	!	0.0	!	0.0	!	0.0	!	0.0
21 Net cash from investing activities	-465.1	-11,219.3	87.7	-1,380.0	-223.6	-4,465.0	-22.7	-5,480.0	-8.8	-5,960.0
22 of which Cash used in investing activities D.O.	!	0.0	!	0.0	!	0.0	!	0.0	!	0.0
23 Capital contributions	-114.2	-1,889.9	-61.7	-3,055.3	20.3	-2,434.0	68.0	-780.0	-114.0	-1,669.0
24 Dividends	-158.1	-164.4	367.9	440.5	-548.8	-1,977.0	-6.6	-2,108.0	-10.4	-2,327.0
25 Retirements of debt	44.4	5,601.6	-88.9	621.4	610.0	4,412.0	-93.1	305.0	-27.9	220.0
26 Interest paid	-65.4	-371.9	-65.1	-614.0	2.1	-601.0	-22.1	-734.0	-5.3	-773.0
27 Net cash from financing activities	-81.6	3,175.4	-182.1	-2,607.4	77.0	-600.0	-452.8	-3,317.0	-37.1	-4,549.0
28 of which Cash used in financing activities D.O.	!	0.0	!	0.0	!	0.0	!	0.0	!	0.0
29 C.Cash and cash equivalents	-130.1	-273.6	148.5	132.8	1,412.8	2,009.0	-190.0	-1,809.0	-25.6	-2,273.0

30 Change due to consolidation/exchange rates	!	0.0	!	0.0	!	0.0	!	0.0	!	0.0
31 Cash and cash equivalents	-30.1	634.2	20.9	767.0	261.9	2,776.0	-33.9	1,835.0	-18.6	1,493.0
32 Commercial paper	!	0.0	!	0.0	!	0.0	!	0.0	!	0.0
33 Liquid assets end of year	-30.1	634.2	20.9	767.0	261.9	2,776.0	-33.9	1,835.0	-18.6	1,493.0

% = Change to previous year C. = Change

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	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR
01 Operating result	11.0	6,898.6	9.4	7,549.0	-15.3	6,397.0	-43.1	3,637.0	119.9	7,996.0
02 Transition to GCF	93.4	-67.0	603.0	337.0	55.2	523.0	325.4	2,225.0	-51.9	1,071.0
03 Gross cash flow	31.4	6,831.6	15.4	7,886.0	-12.2	6,920.0	-15.3	5,862.0	54.7	9,067.0
04 C.Working Capital/Other provisions	104.8	938.7	-501.2	-3,765.8	104.1	154.0	631.2	1,126.0	-173.8	-831.0
05 Net cash flow (total)	154.0	7,770.3	-47.0	4,120.2	71.7	7,074.0	-1.2	6,988.0	17.9	8,236.0
06 Cash outflows for additions to PPE	-121.4	-12,028.1	-3.6	-12,456.9	30.1	-8,712.0	21.3	-6,853.0	61.3	-2,653.0
07 Free operating cash flow	78.5	-4,257.8	-95.8	-8,336.7	80.4	-1,638.0	108.2	135.0	4,035.6	5,583.0
08 Balance of interest and other	-299.0	-371.9	-65.1	-614.0	30.5	-427.0	0.0	-427.0	-45.9	-623.0
09 Capital addition	-114.2	-1,889.9	-61.7	-3,055.3	20.3	-2,434.0	68.0	-780.0	-114.0	-1,669.0
10 Free cash flow	-3.7	-6,519.6	-84.2	-12,006.0	62.5	-4,499.0	76.2	-1,072.0	407.0	3,291.0
11 Acquisitions (incl. Financial Assets)	-147.5	-406.2	54.8	-183.5	-70.0	-312.0	37.8	-194.0	106.2	12.0
12 Disinvestments	-44.2	1,215.0	826.8	11,260.4	-61.1	4,385.0	-71.3	1,260.0	-375.3	-3,469.0
13 Dividends	-158.1	-164.4	367.9	440.5	-548.8	-1,977.0	-6.6	-2,108.0	-10.4	-2,327.0
14 Free cash flow after acquisitions	-97.7	-5,875.2	91.7	-488.6	-391.8	-2,403.0	12.0	-2,114.0	-17.9	-2,493.0
15 Change in cash to net debt	97.7	5,875.2	-91.7	488.6	391.8	2,403.0	-12.0	2,114.0	17.9	2,493.0
16 Exchange rates/Other	!	0.0	!	0.0	!	0.0	!	0.0	!	0.0
17 Change in net debt	97.7	5,875.2	-91.7	488.6	391.8	2,403.0	-12.0	2,114.0	17.9	2,493.0

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01 Inventory turnover	7.9	8.8	9.2	7.5	7.4
02 Receivables turnover	6.4	6.8	8.0	6.6	6.3
03 Days sales outstanding	56.3	53.2	44.8	55.0	57.3
04 Days outstanding liabilities	32.5	23.4	15.8	19.8	26.7
05 Return on stockholders equity	19.3	22.4	17.1	8.9	24.6
06 Asset intensity	56.4	50.8	49.0	52.1	49.7
07 Non-current assets ratio	32.9	30.4	29.6	31.8	29.1
08 Return on total assets	17.0	16.4	13.5	7.5	14.7
09 Equity ratio	40.9	42.9	36.8	36.3	38.2
10 Gearing	1.4	1.3	1.7	1.8	1.6
11 Net debt	8,846.4	9,335.0	11,738.0	12,984.0	13,546.0
12 EBITDA	9,892.2	10,496.0	9,577.0	7,377.0	11,366.0
13 Growth rate total assets	27.0	3.3	8.7	0.8	15.7
14 EBITDA margin	18.8	18.1	15.4	14.6	17.8
15 Working Capital ratio	19.3	19.6	18.9	23.1	22.1
16 Net debt/EBITDA	0.9	0.9	1.2	1.8	1.2

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	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR
Land		900.0		900.0		900.0		900.0		900.0
Strategic useful life		15.0		15.0		15.0		15.0		15.0
WACC	7.5		7.5		7.5		7.5		7.5	
Net Gross ratio		0.0		0.0		0.0		0.0		0.0
Reduction rate		0.3		0.3		0.3		0.3		0.3
GCF		6,831.6		7,886.0		6,920.0		5,862.0		9,067.0
Average Capital Invested		0.0		0.0		0.0		0.0		0.0
CFRoi	!		!		!		!		!	
CFRoi Hurdle	!		!		!		!		!	
delta CFRoi	!		!		!		!		!	
GCF Hurdle		0.0		0.0		0.0		0.0		0.0
CVA		6,831.6		7,886.0		6,920.0		5,862.0		9,067.0

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	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR
01 Provisions for pensions		0.0		0.0		0.0		0.0		0.0
02 Inventories		0.0		0.0		0.0		0.0		0.0
03 Trade accounts receivable		0.0		0.0		0.0		0.0		0.0
04 Trade accounts payable		0.0		0.0		0.0		0.0		0.0
05 Other working capital		0.0		0.0		0.0		0.0		0.0
06 Cash used in operating activities D.O.		0.0		0.0		0.0		0.0		0.0
07 Cash outflows for additions to PPE		0.0		0.0		0.0		0.0		0.0
08 Cash inflows from sales of PPE		0.0		0.0		0.0		0.0		0.0
09 Addition to financial assets		0.0		0.0		0.0		0.0		0.0
10 Net cash from marketable securities		0.0		0.0		0.0		0.0		0.0
11 Retirements of debt		0.0		0.0		0.0		0.0		0.0
12 Other rearrangements		0.0		0.0		0.0		0.0		0.0
13 Acquisitions/Disinvestments		0.0		0.0		0.0		0.0		0.0