

## Key Data by Segment and Region

## Segments

€ million	HealthCare				CropScience			
	Pharmaceuticals, Biological Products		Consumer Care, Diagnostics		Animal Health		CropScience	
	2002	2003	2002	2003	2002	2003	2002	2003
Net sales (external)	4,767	4,745	3,755	3,336	850	790	4,697	5,764
– Change in €	– 16.8%	– 0.5%	– 8.5%	– 11.2%	– 0.9%	– 7.1%	+ 65.5%	+ 22.7%
– Change in local currencies	– 12.4%	+ 11.4%	– 1.5%	– 0.3%	+ 5.8%	+ 4.7%	+ 72.4%	+ 32.4%
Intersegment sales	33	51	2	4	1	8	90	69
Other operating income	120	100	321	383	9	25	328	329
Operating result [EBIT]	(186)	(425)	602	589	170	170	(108)	324
Return on sales	(3.9)%	(9.0)%	16.0%	17.7%	20.0%	21.5%	(2.3)%	5.6%
Gross cash flow*	4	191	827	668	182	143	516	924
Capital invested	4,095	3,001	3,152	2,891	592	409	10,085	8,033
CFROI	0.1%	5.0%	23.9%	21.5%	30.5%	26.9%	6.6%	10.3%
Net cash flow*	484	(163)	951	719	140	226	1,212	1,165
Equity-method income (loss)	0	0	0	0	0	0	0	0
Equity-method investments	16	4	0	0	0	0	0	0
Total assets	4,221	4,632	3,352	3,207	637	575	13,462	10,745
Capital expenditures	178	185	272	201	26	21	297	413
Amortization and depreciation	350	555	339	300	49	32	628	749
Liabilities	2,130	2,279	1,236	961	304	207	2,944	2,808
Research and development expenses	1,072	966	235	211	80	72	598	727
Number of employees (as of Dec. 31)	21,900	20,700	12,700	11,000	3,000	2,900	20,700	19,400

## Regions

€ million	Europe		North America	
	2002	2003	2002	2003
Net sales (external) – by market	12,266	12,162	9,005	8,636
Net sales (external) – by point of origin	13,894	13,518	9,135	8,763
<i>of which discontinuing operations</i>	<i>4,147</i>	<i>3,717</i>	<i>2,322</i>	<i>1,848</i>
– Change in €	+ 0.4%	– 2.7%	– 9.3%	– 4.1%
– Change in local currencies	+ 0.5%	– 2.7%	– 3.9%	+ 11.4%
Interregional sales	3,181	3,833	1,961	1,876
Other operating income	2,447	812	90	64
Operating result [EBIT]	1,891	(277)	(676)	(1,247)
<i>of which discontinuing operations</i>	<i>1,050</i>	<i>(839)</i>	<i>(388)</i>	<i>(772)</i>
Return on sales	13.6%	(2.0)%	(7.4)%	(14.2)%
Gross cash flow*	1,843	1,639	740	899
Capital invested	21,338	20,000	11,594	9,325
CFROI	8.6%	7.9%	5.9%	8.6%
Equity-method income (loss)	5	(166)	0	0
Equity-method investments	572	452	505	412
Total assets	23,694	22,400	11,565	9,045
Capital expenditures	1,422	1,047	676	496
Amortization and depreciation	1,746	2,351	1,344	1,963
Liabilities	14,370	15,898	6,390	5,253
Research and development expenses	1,801	1,674	708	650
Number of employees (as of Dec. 31)	70,600	66,700	24,600	23,300

\* for definition see Bayer Group Key Data on front flap

Polymers				Chemicals				Bayer Group		Of which discontinuing operations	
Plastics, Rubber		Polyurethanes, Coatings, Fibers		Chemicals		Reconciliation		2002	2003	2002	2003
2002	2003	2002	2003	2002	2003	2002	2003	2002	2003	2002	2003
5,210	4,813	5,213	5,084	4,322	3,400	810	635	29,624	28,567	7,586	6,389
+ 1.8%	- 7.6%	- 6.1%	- 2.5%	- 16.9%	- 21.3%			- 2.2%	- 3.6%		
+ 5.0%	- 0.8%	- 2.3%	+ 6.2%	- 11.7%	- 16.3%			+ 2.6%	+ 5.0%		
115	76	78	207	409	370	(728)	(785)				
79	41	60	51	1,042	57	747	172	2,706	1,158		
76	(666)	(134)	(514)	1,057	(499)	133	(182)	1,610	(1,203)	760	(1,652)
1.5%	(13.8)%	(2.6)%	(10.1)%	24.5%	(14.7)%			5.4%	(4.2)%		
420	368	710	661	473	291	(47)	(2)	3,085	3,244	416	228
5,772	4,862	6,913	5,852	4,823	4,051	1,280	5,298	36,712	34,397		
6.8%	6.8%	9.3%	10.4%	8.5%	6.7%			8.3%	9.2%		
457	198	710	844	590	199	(86)	105	4,458	3,293	461	33
0	1	(3)	(23)	8	(143)	0	0	5	(165)		
10	2	728	703	341	161	0	0	1,095	870		
5,165	4,460	5,912	4,512	3,500	3,438	5,443	5,876	41,692	37,445	6,904	5,655
504	290	506	283	285	203	315	143	2,383	1,739		
435	903	916	1,170	432	762	163	264	3,312	4,735	706	1,685
1,377	1,579	1,615	1,179	1,315	1,518	15,316	14,578	26,237	25,109	3,143	3,153
125	146	173	153	145	122	149	17	2,577	2,414	244	215
15,800	14,500	10,100	9,200	14,800	14,100	23,600	23,600	122,600	115,400	22,900	22,000

Asia/ Pacific		Latin America/ Africa/Middle East		Reconciliation		Bayer Group	
2002	2003	2002	2003	2002	2003	2002	2003
4,901	4,529	3,452	3,240			29,624	28,567
4,010	3,913	2,585	2,373			29,624	28,567
727	564	390	260			7,586	6,389
+ 2.0%	- 2.4%	+ 5.9%	- 8.2%			- 2.2%	- 3.6%
+ 7.6%	+ 10.2%	+ 33.3%	+ 11.1%			+ 2.6%	+ 5.0%
227	266	139	151	(5,508)	(6,126)		
86	84	83	198	0	0	2,706	1,158
207	65	410	433	(222)	(177)	1,610	(1,203)
34	(53)	64	12			760	(1,652)
5.2%	1.7%	15.9%	18.2%			5.4%	(4.2)%
360	342	363	398	(221)	(34)	3,085	3,244
2,460	2,258	1,322	1,197	(2)	1,617	36,712	34,397
12.6%	14.5%	25.4%	31.6%			8.3%	9.2%
0	0	0	1	0	0	5	(165)
2	2	16	4	0	0	1,095	870
3,225	2,731	1,734	1,627	1,474	1,642	41,692	37,445
188	138	97	58			2,383	1,739
153	333	64	69	5	19	3,312	4,735
1,613	1,189	945	675	2,919	2,094	26,237	25,109
51	74	17	16			2,577	2,414
15,400	13,900	12,000	11,500			122,600	115,400