

# Bayer Group Key Data

	2005	2006	Change
	€ million	€ million	%
<b>Bayer Group</b>			
Net sales	24,701	28,956	+17.2
EBITDA <sup>1</sup>	4,122	4,675	+13.4
EBITDA before special items	4,602	5,584	+21.3
EBIT <sup>2</sup>	2,514	2,762	+9.9
EBIT before special items	3,047	3,479	+14.2
Income before income taxes	1,912	1,980	+3.6
Net income	1,597	1,683	+5.4
Earnings per share (€) <sup>3</sup>	2.19	2.22	+1.4
Gross cash flow <sup>4</sup>	3,114	3,913	+25.7
Net cash flow <sup>5</sup>	3,227	3,928	+21.7
Capital expenditures	1,210	1,739	+43.7
Research and development expenses	1,729	2,297	+32.9
Dividend per Bayer AG share (€)	0.95	1.00	+5.3
<b>Bayer HealthCare</b>			
Net external sales	7,996	11,724	+46.6
EBITDA <sup>1</sup>	1,280	1,947	+52.1
EBITDA before special items	1,487	2,613	+75.7
EBIT <sup>2</sup>	923	1,313	+42.3
EBIT before special items	1,177	1,715	+45.7
Gross cash flow <sup>4</sup>	923	1,720	+86.3
Net cash flow <sup>5</sup>	1,087	1,526	+40.4
Capital expenditures	225	576	+156.0
<b>Bayer CropScience</b>			
Net external sales	5,896	5,700	-3.3
EBITDA <sup>1</sup>	1,284	1,166	-9.2
EBITDA before special items	1,273	1,204	-5.4
EBIT <sup>2</sup>	690	584	-15.4
EBIT before special items	685	641	-6.4
Gross cash flow <sup>4</sup>	964	900	-6.6
Net cash flow <sup>5</sup>	904	898	-0.7
Capital expenditures	201	197	-2.0
<b>Bayer MaterialScience</b>			
Net external sales	9,446	10,161	+7.6
EBITDA <sup>1</sup>	1,721	1,499	-12.9
EBITDA before special items	1,764	1,677	-4.9
EBIT <sup>2</sup>	1,250	992	-20.6
EBIT before special items	1,293	1,210	-6.4
Gross cash flow <sup>4</sup>	1,254	1,166	-7.0
Net cash flow <sup>5</sup>	1,337	1,281	-4.2
Capital expenditures	642	753	+17.3

2005 figures restated

<sup>1</sup> EBITDA = EBIT plus amortization of intangible assets and depreciation of property, plant and equipment. EBITDA, EBITDA before special items and EBITDA margin are not defined in the International Financial Reporting Standards and should therefore be regarded only as supplementary information. The company considers underlying EBITDA to be a more suitable indicator of operating performance since it is not affected by depreciation, amortization, write-downs/write-backs or special items. The company also believes that this indicator gives readers a clearer picture of the results of operations and ensures greater comparability of data over time. The underlying EBITDA margin is calculated by dividing underlying EBITDA by sales.

<sup>2</sup> EBIT as shown in the income statement.

<sup>3</sup> Earnings per share as defined in IAS 33 = net income divided by the average number of shares. For details see Note [16] to the financial statements. For details on core earnings per share see page 25.

<sup>4</sup> Gross cash flow = income after taxes from continuing operations plus income taxes, plus/minus non-operating result, minus income taxes paid, plus depreciation, amortization and write-downs, minus write-backs, plus/minus changes in pension provisions, minus gains/plus losses on retirements of noncurrent assets, plus non-cash effects of the remeasurement of acquired assets. The change in pension provisions includes the elimination of non-cash components of the operating result. It also contains benefit payments during the year. For details see Note [25].

<sup>5</sup> Net cash flow = cash flow from operating activities according to IAS 7