

## Key Data by Business Segment and Region

Business Segments	2000		1999		2000		1999	
	Health Care		Agriculture		Polymers			
€ million								
Net sales (external)	10,028	8,367	3,455	3,094	11,398	8,922		
- Change in €	19.9%	19.1%	11.7%	5.6%	27.8%	6.3%		
- Change in local currencies	9.3%	15.2%	2.5%	2.5%	21.3%	4.8%		
Intersegment sales	16	32	69	58	128	175		
Other operating income	141	138	79	110	80	209		
Operating result before exceptional items	1,476	1,095	558	520	1,137	1,126		
Return on sales before exceptional items	14.7%	13.1%	16.2%	16.8%	10.0%	12.6%		
Exceptional items	(139)	(247)	26	13	(98)	(230)		
Operating result	1,337	848	584	533	1,039	896		
Gross cash flow	1,419	1,070	557	528	1,677	1,280		
Capital invested	9,694	8,774	4,741	3,490	16,141	12,224		
CFROI	15.4%	12.9%	13.9%	15.7%	11.2%	11.1%		
Equity-method income	0	(8)	0	2	(1)	0		
Equity-method investments	20	25	0	10	639	13		
Remaining liabilities	1,305	1,169	451	383	1,435	1,164		
Capital expenditures	745	730	283	217	1,043	1,079		
Amortization and depreciation	529	528	183	154	959	697		
Research and development expenses	1,362	1,193	370	370	288	255		
Number of employees (as of Dec. 31)	42,300	42,300	14,900	14,800	36,200	35,000		

Regions	2000		1999		2000		1999	
	Europe		North America		Asia/Pacific			
€ million								
Net sales (external) - by market	11,887	10,663	9,636	7,578	4,981	3,445		
Net sales (external) - by point of origin	13,784	12,335	9,978	7,723	3,869	2,729		
- Change in €	11.7%	1.5%	29.2%	15.1%	41.8%	33.2%		
- Change in local currencies	11.2%	1.5%	13.7%	11.3%	26.1%	18.0%		
Interregional sales	3,195	2,598	1,638	1,082	240	162		
Other operating income	266	563	63	34	65	41		
Operating result before exceptional items	2,316	2,235	730	580	411	215		
Return on sales before exceptional items	16.8%	18.1%	7.3%	7.5%	10.6%	7.9%		
Exceptional items	8	(244)	(144)	(214)	(21)	(12)		
Operating result	2,324	1,991	586	366	390	203		
Gross cash flow	2,292	2,158	1,566	868	366	175		
Capital invested	18,553	15,760	14,631	11,363	2,823	2,357		
CFROI	13.4%	13.8%	11.3%	8.1%	13.7%	8.7%		
Equity-method income	0	(5)	0	(8)	(1)	2		
Equity-method investments	255	197	582	39	2	11		
Remaining liabilities	2,205	1,731	1,583	1,393	483	383		
Capital expenditures	1,492	1,430	762	916	206	128		
Amortization and depreciation	1,028	774	866	696	125	99		
Research and development expenses	1,380	1,256	699	617	87	75		
Number of employees (as of Dec. 31)	69,500	69,600	25,000	23,900	12,400	11,500		

	2000	1999	2000	1999	2000	1999	2000	1999	2000	1999
	Chemicals		Reconciliation		Continuing Operations		Discontinuing Operations		Bayer Group	
	4,275	3,630	830	725	29,986	24,738	985	2,582	30,971	27,320
	17.8%	- 1.4%			21.2%	8.0%			13.4%	- 2.6%
	11.7%	- 3.2%			11.9%	5.5%			4.5%	- 4.7%
	466	478	(679)	(743)						
	49	117	90	111	439	685	13	46	452	731
	442	411	(273)	(372)	3,340	2,780	116	1,154	3,456	3,934
	10.3%	11.3%			11.1%	11.2%			11.2%	14.4%
	20	(63)	34	(51)	(157)	(578)	(12)	1	(169)	(577)
	462	348	(239)	(423)	3,183	2,202	104	1,155	3,287	3,357
	600	440	(222)	(378)	4,031	2,940	133	252	4,164	3,192
	6,304	5,881	736	731	37,616	31,100	909	896	38,525	31,996
	9.8%	7.8%			11.5%	9.8%			11.6%	10.4%
	5	0	(5)	(5)	(1)	(11)	72	(17)	71	(28)
	18	7	182	210	859	265	487	448	1,346	713
	589	495	700	466	4,480	3,677	171	83	4,651	3,760
	470	521	23	30	2,564	2,577	83	55	2,647	2,632
	359	232	75	89	2,105	1,700	34	111	2,139	1,811
	159	146	203	176	2,382	2,140	11	112	2,393	2,252
	24,500	24,100	1,600	1,500	119,500	117,700	2,600	2,700	122,100	120,400

	2000	1999	2000	1999	2000	1999	2000	1999	2000	1999
	Latin America/ Africa/Middle East		Reconciliation		Continuing Operations		Discontinuing Operations		Bayer Group	
	3,482	3,052			29,986	24,738	985	2,582	30,971	27,320
	2,355	1,951			29,986	24,738	985	2,582	30,971	27,320
	20.7%	- 2.6%			21.2%	8.0%			13.4%	- 2.6%
	7.9%	- 5.1%			11.9%	5.5%			4.5%	- 4.7%
	115	82	(5,188)	(3,924)						
	45	47			439	685	13	46	452	731
	236	149	(353)	(399)	3,340	2,780	116	1,154	3,456	3,934
	10.0%	7.6%			11.1%	11.2%			11.2%	14.4%
	0	(57)	0	(51)	(157)	(578)	(12)	1	(169)	(577)
	236	92	(353)	(450)	3,183	2,202	104	1,155	3,287	3,357
	246	163	(439)	(424)	4,031	2,940	133	252	4,164	3,192
	1,624	1,552	(15)	68	37,616	31,100	909	896	38,525	31,996
	15.4%	11.1%			11.5%	9.8%			11.6%	10.4%
	0	0			(1)	(11)	72	(17)	71	(28)
	20	18			859	265	487	448	1,346	713
	209	170			4,480	3,677	171	83	4,651	3,760
	101	102	3	1	2,564	2,577	83	55	2,647	2,632
	85	128	1	3	2,105	1,700	34	111	2,139	1,811
	13	16	203	176	2,382	2,140	11	112	2,393	2,252
	12,000	12,000	600	700	119,500	117,700	2,600	2,700	122,100	120,400