

## KEY DATA BY SEGMENT (1)

Segments	Health Care				Agriculture			
	Pharmaceuticals & Biological Products		Consumer Care & Diagnostics		Crop Protection		Animal Health	
€ million	2001	2000	2001	2000	2001	2000	2001	2000
Net sales (external)	5,729	6,140	4,104	3,888	2,708	2,456	988	999
• Change in €	-6.7%	+22.7%	+5.6%	+15.6%	+10.3%	+12.8%	-1.1%	+8.9%
• Change in local currencies	-6.7%	+11.9%	+5.0%	+5.4%	+10.7%	+3.9%	-1.1%	-1.4%
Intersegment sales	38	39	2	0	102	97	5	6
Other operating income	62	90	49	51	102	38	13	41
Operating result before exceptionals	383	1,165	388	311	453	401	172	157
Return on sales before exceptionals	6.7%	19.0%	9.5%	8.0%	16.7%	16.3%	17.4%	15.7%
Exceptional items	(332)	(5)	(47)	(134)	0	1	0	25
Operating result	51	1,160	341	177	453	402	172	182
Return on sales	0.9%	18.9%	8.3%	4.6%	16.7%	16.4%	17.4%	18.2%
Gross cash flow	229	1,048	534	371	550	397	163	160
Capital invested	5,352	5,267	3,799	3,650	3,884	3,664	645	725
CFROI	4.2%	21.3%	14.0%	10.4%	13.9%	14.0%	22.8%	20.0%
Equity-method income	0	0	0	0	0	0	0	0
Equity-method investments	16	20	0	0	0	0	0	0
Total assets	5,303	5,291	3,956	3,480	3,488	3,218	734	768
Capital expenditures	415	553	267	192	215	233	49	50
Amortization and depreciation	364	273	291	256	247	143	40	40
Liabilities	1,869	2,202	1,271	1,158	1,130	947	379	337
Research and development expenses	1,242	1,096	252	266	292	276	98	94
Number of employees (as of Dec. 31)	26,800	27,200	14,900	15,100	10,900	11,000	3,900	3,900

Segments	Polymers		Chemicals			
	Plastics & Rubber		Polyurethanes, Coatings & Colorants		Chemicals	
€ million	2001	2000	2001	2000	2001	2000
Net sales (external)	5,581	5,816	5,207	5,076	3,749	3,410
• Change in €	-4.0%	+25.7%	+2.6%	+30.0%	+9.9%	+19.4%
• Change in local currencies	-5.0%	+19.5%	+2.1%	+23.4%	+10.0%	+13.3%
Intersegment sales	116	122	138	462	456	466
Other operating income	87	28	51	42	53	35
Operating result before exceptionals	288	560	146	518	271	370
Return on sales before exceptionals	5.2%	9.6%	2.8%	10.2%	7.2%	10.9%
Exceptional items	(50)	(45)	(100)	(45)	(68)	24
Operating result	238	515	46	473	203	394
Return on sales	4.3%	8.9%	0.9%	9.3%	5.4%	11.6%
Gross cash flow	587	802	614	754	379	497
Capital invested	6,405	6,456	8,051	8,011	4,774	4,665
CFROI	8.9%	12.7%	7.5%	10.7%	7.7%	11.0%
Equity-method income	0	(1)	0	0	0	5
Equity-method investments	27	23	773	616	13	18
Total assets	5,867	6,176	7,493	7,568	4,216	4,421
Capital expenditures	592	652	492	359	483	424
Amortization and depreciation	482	446	604	466	334	293
Liabilities	1,339	1,696	2,311	1,737	1,797	1,813
Research and development expenses	134	128	186	151	114	105
Number of employees (as of Dec. 31)	17,900	18,500	15,100	16,100	19,500	20,500

## KEY DATA BY SEGMENT (2)

Segments	Reconciliation		Continuing operations		Discontinuing operations		Bayer Group	
	2001	2000	2001	2000	2001	2000	2001	2000
€ million								
Net sales (external)	872	830	28,938	28,615	1,337	2,356	30,275	30,971
• Change in €			+1.1%	+21.4%			-2.2%	+13.4%
• Change in local currencies			+0.8%	+12.1%			-2.5%	+4.5%
Intersegment sales	(857)	(1,192)						
Other operating income	63	100	480	425	340	37	820	462
Operating result before exceptionals	(246)	(273)	1,855	3,209	76	247	1,931	3,456
Return on sales before exceptionals			6.4%	11.2%			6.4%	11.2%
Exceptional items	(16)	34	(613)	(145)	293	(24)	(320)	(169)
Operating result	(262)	(239)	1,242	3,064	369	223	1,611	3,287
Return on sales			4.3%	10.7%			5.3%	10.6%
Gross cash flow	(230)	(182)	2,826	3,847	97	317	2,923	4,164
Capital invested	556	441	33,466	32,879	1,392	2,183	34,858	35,062
CFROI			8.3%	12.6%			8.2%	12.7%
Equity-method income	12	(5)	12	(1)	14	72	26	71
Equity-method investments	158	182	987	859	179	487	1,166	1,346
Total assets	4,933	3,529	35,990	34,451	1,049	2,000	37,039	36,451
Capital expenditures	40	23	2,553	2,486	64	161	2,617	2,647
Amortization and depreciation	41	73	2,403	1,990	113	149	2,516	2,139
Liabilities	9,616	9,363	19,712	19,253	307	821	20,019	20,074
Research and development expenses	170	203	2,488	2,319	71	74	2,559	2,393
Number of employees (as of Dec. 31)	3,000	1,600	112,000	113,900	4,900	8,200	116,900	122,100

## KEY DATA BY REGION

Regions	Europe		North America		Asia/Pacific		Latin America/ Africa/Middle East	
	2001	2000	2001	2000	2001	2000	2001	2000
€ million								
Net sales (external) – by market	11,659	11,299	9,473	9,352	4,660	4,819	3,146	3,145
Net sales (external) – by point of origin	12,999	12,916	9,806	9,699	3,817	3,761	2,316	2,239
• Change in €	+0.6%	+11.4%	+1.1%	+29.6%	+1.5%	+42.2%	+3.4%	+20.6%
• Change in local currencies	+0.5%	+10.9%	-1.9%	+14.1%	+7.3%	+26.5%	+2.5%	+7.8%
Interregional sales	3,154	3,018	1,927	1,603	226	228	116	98
Other operating income	312	256	70	62	48	64	50	43
Operating result before exceptionals	1,707	2,216	23	729	241	404	219	213
Return on sales before exceptionals	13.1%	17.2%	0.2%	7.5%	6.3%	10.7%	9.5%	9.5%
Exceptional items	(272)	20	(278)	(144)	(14)	(21)	(30)	0
Operating result	1,435	2,236	(255)	585	227	383	189	213
Return on sales	11.0%	17.3%	-2.6%	6.0%	5.9%	10.2%	8.2%	9.5%
Gross cash flow	2,037	2,096	632	1,521	312	357	225	228
Capital invested	16,355	15,849	12,808	13,025	2,711	2,628	1,607	1,433
CFROI	12.5%	15.2%	4.7%	12.2%	11.3%	14.3%	14.5%	16.4%
Equity-method income	12	0	0	0	0	(1)	0	0
Equity-method investments	351	255	618	582	2	2	16	20
Total assets	17,298	15,988	12,652	12,859	3,132	3,085	1,834	1,723
Capital expenditures	1,620	1,440	560	749	255	199	118	98
Amortization and depreciation	1,227	971	918	818	150	118	104	83
Liabilities	9,769	8,736	6,407	6,627	1,382	1,489	673	672
Research and development expenses	1,559	1,342	690	681	68	83	9	10
Number of employees (as of Dec. 31)	64,600	65,700	23,200	24,100	12,600	12,100	11,000	11,400

Regions	Reconciliation		Continuing operations		Discontinuing operations		Bayer Group	
	2001	2000	2001	2000	2001	2000	2001	2000
€ million								
Net sales (external) – by market			28,938	28,615	1,337	2,356	30,275	30,971
Net sales (external) – by point of origin			28,938	28,615	1,337	2,356	30,275	30,971
• Change in €			+1.1%	+21.4%			-2.2%	+13.4%
• Change in local currencies			+0.8%	+12.1%			-2.5%	+4.5%
Interregional sales	(5,423)	(4,947)						
Other operating income			480	425	340	37	820	462
Operating result before exceptionals	(335)	(353)	1,855	3,209	76	247	1,931	3,456
Return on sales before exceptionals			6.4%	11.2%			6.4%	11.2%
Exceptional items	(19)	0	(613)	(145)	293	(24)	(320)	(169)
Operating result	(354)	(353)	1,242	3,064	369	223	1,611	3,287
Return on sales			4.3%	10.7%			5.3%	10.6%
Gross cash flow	(380)	(355)	2,826	3,847	97	317	2,923	4,164
Capital invested	(15)	(56)	33,466	32,879	1,392	2,183	34,858	35,062
CFROI			8.3%	12.6%			8.2%	12.7%
Equity-method income			12	(1)	14	72	26	71
Equity-method investments			987	859	179	487	1,166	1,346
Total assets	1,074	796	35,990	34,451	1,049	2,000	37,039	36,451
Capital expenditures	0	0	2,553	2,486	64	161	2,617	2,647
Amortization and depreciation	4	0	2,403	1,990	113	149	2,516	2,139
Liabilities	1,481	1,729	19,712	19,253	307	821	20,019	20,074
Research and development expenses	162	203	2,488	2,319	71	74	2,559	2,393
Number of employees (as of Dec. 31)	600	600	112,000	113,900	4,900	8,200	116,900	122,100