



SEGMENT INFORMATION 1996 - 2012 / CHEMICALS

millions EUR								IFRS										
	1996	1997	1998	1999	2000	2001	2002	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
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Net sales	2,420	2,474	2,425	2,402	2,585	2,751	2,636	2,636	2,386	2,433	2,785	2,998	3,031	3,096	2,713	2,575	2,836	3,292
Cost of goods sold								-2,074	-1,923	-2,005	-2,271	-2,407	-2,395	-2,592	-2,195	-2,067	-2,286	
Gross margin								562	463	428	514	591	636	504	517	530	572	608
REBITDA								447	354	354	448	484	508	398	436	455	484	575
REBIT								259	182	180	285	315	345	238	246	297	334	416
Non-recurring items								-18	4	-44	-30	-293	2	23	-56	-332	15	129
EBIT	272	192	194	212	233	286	235	241	186	136	255	22	346	261	190	-34	349	545
Recurrent D&A	224	236	301	228	215	195	223	181	172	157	163	169	163	160	168	158	150	160
Impairments								7	0	17	10	32	85	-75	21	236	3	-101
Other non cash items								13	7	-13	-35	177	-143	-47	11	25	-82	-120
Changes in working capital								-108	23	-54	-15	4	-199	147	94	28	-53	-14
Cash Flow from operating activities								334	388	243	378	404	253	445	484	413	367	470
R&D	44	44	40	36	41	42	43	34	30	27	27	33	37	37	36	36	32	42
CAPEX	306	389	274	244	247	538	244	239	182	165	261	270	315	410	244	166	214	209
Investments								2,021	1,885	1,651	1,993	2,047	1,940	2,139	2,212	2,002	2,093	2,557
Working capital								404	358	422	451	458	627	471	374	408	402	399
Invested Capital								2,425	2,243	2,073	2,444	2,505	2,567	2,610	2,586	2,410	2,495	2,956
Headcount (FTEs)	12,935	13,736	12,374	11,497	11,044	11,167	10,712	9,982	9,203	8,594	8,721	8,691	8,395	8,966	8,721	8,083	8,114	8,082